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Methods of handling American lumber...

Washington, D.C.

1931

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BUREAU OF FOREIGN AND DOMESTIC COMMERCE
FREDERICK M. FEIKER, Director

METHODS OF HANDLING AMERICAN LUMBER IN MEXICO, CENTRAL AMERICA AND THE WEST INDIES

308
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Box 337

UNITED STATES
GOVERNMENT PRINTING OFFICE
WASHINGTON: 1931

FOREWORD

The countries around the Caribbean comprise an important market for American lumber and wood products. In 1930 the United States exported to Mexico, Central America, and the West Indies (including Porto Rico) unmanufactured wood valued at $1,225,495. sawmill products worth $8,757,832, and manufactured wood products valued at $5,957,659, these commodities having a total value of $15,940,986.

The United States is the nearest large source of supply, and our lumber and its products are well liked. Many American enterprises in these areas have in recent years been bringing American construction methods to the favorable attention of the general public. The qualities of our construction woods, cooperage, handles, and other products are known in the different markets and the future trade now depends somewhat upon the economic development of these areas. Good opportunities for sales in the future exist wherever there is general building and where the construction of harbors, railways, and highways, and other industrial activities make use of lumber.

This bulletin is the fourth of a new series prepared by the lumber division of the Bureau of Foreign and Domestic Commerce in revision of an original series issued in 1923 on methods of handling lumber imports in foreign countries. The data herein have been provided by consular officers of the Department of State and representatives of the Department of Commerce.

In each country the established methods of handling imported lumber are set forth, and the operations of agents, importers, and dealers are described. The purchasing policies of large consumers and of governments and the established terms of sales are indicated. The lumber division recommends that these established methods of importing be followed, since it has been found that the best way to build up a permanent trade is to conduct the business on practices that are well known in each country.

Other important foreign markets for American lumber will be covered in subsequent publications of this new series. However, there is now available a wide variety of bulletins concerning the marketing of American lumber in South America, Germany, Spain, Italy, the United Kingdom, Netherlands, Belgium, France, Switzerland, Japan, South Africa, and other regions of the world. These are listed, for the reader's convenience, in the last pages of this bulletin.

The American lumber exporter will also find of interest a bulletin on "Wood Construction in the Tropics," which is now in course of preparation by the National Committee on Wood Utilization. This publication will cite the advantages of wood as a tropical construction material, the kinds of woods best suited for certain purposes, the use of treated woods, and other factors of similar importance.

These bulletins are only a part of the extension services made available by this bureau to the American lumber and allied industries.

FREDERICK M. FEIKER, *Director*,
Bureau of Foreign and Domestic Commerce.

SEPTEMBER, 1931.

United States Exports of Lumber to Mexico, Central America, and the West Indies, 1930

Class	Mexico	British Honduras	Costa Rica	Guatemala	Honduras	Nicaragua	Panama	Salvador	Bermudas	Barbados
Logs and hewn timbers:										
Ash and hickory, M feet	149								1	
Other hardwood, do	72									
Southern pine, do	192						8			
Douglas fir, do	13									
Cedar, do	22									
Other softwoods, do	46									
Railroad ties:										
Hardwood, Number	31, 590									
Softwood, do	207, 284		10, 080	30, 150	2, 916	100	81			
Creosoted or otherwise preserved, do	33, 561		8, 059	42, 848	66, 739		55, 096	460		
Piling, Linear feet	119, 186		9, 870	5, 235	29, 129		98, 983			
Telegraph, trolley, and electric-light poles, Number	48, 020	12	200							
Firewood and other unmanufactured wood, Cubic feet	1, 736, 323									
Sawed timber:										
Southern pine, M feet	885	1			30		10	11	75	19
Douglas fir, do	1, 703		6	38			330		540	
Cedar, do	90						15			
Other softwoods, do	107							31		
Hardwoods, do	104						5			
Southern pine, creosoted or otherwise preserved, M feet	655	56	114	205	844		255			
Other sawed timber, creosoted or otherwise preserved, M feet	69		10	51			105		5	
Boards, planks and scantlings, softwoods:										
Cypress, M feet	112	32	1	8	835	33	115		60	
Douglas fir (rough), do	20, 330		45	264	2		5, 389	172	183	
Douglas fir (dressed), do	3, 902	10		16			11, 729	35	188	
Southern pine (rough), do	10, 919	395	54	234	1, 103		761	145	933	1, 050
Southern pine (dressed), do	11, 554	873	149	166	2, 563	98	4, 184	24	539	363
White, western and sugar pine, do	1, 772				52		30		404	
Cedar, do	157						16		3	
Redwood, do	3, 273	2	10	103	63		1, 351	850	14	
Spruce, do	14			1					34	
Other softwoods, do	238	3								
Total softwood, do	52, 291	1, 279	259	792	4, 618	131	23, 575	1, 226	2, 358	1, 413

IV

Class	Mexico	British Honduras	Costa Rica	Guatemala	Honduras	Nicaragua	Panama	Salvador	Bermudas	Barbados
Boards, planks and scantlings, hardwoods:										
Ash, do	140				80		26			
Birch, beech, and maple, do	62									
Cottonwood, do	298									
Gum, red and sap, do	187				31					
Gum, tupelo and black, do	17									
Hickory, do	117		2	172	155		54	1	4	8
Oak, do	1, 735				29	5	8			1
Poplar, do	669				16					
Walnut, do									1	
Mahogany, do	7									
Wagon-oak planks, do		9							1	
Other hardwoods, do	3, 332				24					
Total hardwoods, do	6, 564	9	2	172	336	5	88	1	6	9
Other sawed lumber, board feet	1, 885, 741	1, 794		325	11, 248	960	41, 546	10, 000	1, 298	296
Lath, number in thousands	978				3		21		33	
Shingles, do	8, 530	12	21						53	
Cooperage:										843, 525
Staves, tight, number	8, 347		9, 021		2, 088					50, 200
Staves, slack, do	4, 117, 735						750			50, 933
Tight heading, sets	5, 303						750			
Slack heading, do	280, 621				1, 425					15, 031
Shooks, tight, do	635				1, 750		400		200	
Shooks, slack, do	210, 000									
Tight, empty barrels, casks, and hogsheads, number	54, 090	28			163	5	1, 037	40		1, 239
Box shooks:										
Southern pine, board feet	66, 316	2, 200			147, 945		13, 405			1, 596
Hemlock, do	9, 488, 225						4, 368			
Spruce, do	880, 105				226, 528		81, 199			420
Gum, do	50, 259	8, 850			140, 768		46, 954		26, 689	
Other, do	12, 148, 525	2, 918					1, 650			
Veneers, square feet	283, 365				312		384			
Veneer fruit and vegetable packages, value in dollars	14, 127						320	310	1, 626	
Plywood, square feet	113, 300				1		6		9	
Hardwood flooring, M feet	746				475	60	8, 289	268	4, 010	
Doors, number	11, 050	752	47	115	1, 050	22	11, 527	48	4, 129	
Sash and blinds, do	14, 917	3, 372	9		85, 434		2, 648, 007	1, 202	134, 722	
Trimming and moldings, linear feet	432, 789	88, 992	100	5, 381	12, 150		13, 896	4, 195	2, 860	
Other millwork and house fixtures, value in dollars	44, 941	7, 116	300	2, 635	157				2, 330	60
Wagon and other vehicle stock, do	5, 451	107								
Handles:										
Plow and similar bent handles, dozens	411		2		11		21			
Hoe, fork, shovel, broom, and other long handles, dozens	8, 218	5	60	1, 755	137	186	6, 335	9	96	
For striking tools, do	25, 513	21	388	424	2, 496	774	1, 972	90	372	
Woodenware, value in dollars	20, 134	515	406	712	5, 174	750	5, 068	446	5, 394	158
Other wood manufactures, do	239, 971	16, 733	3, 689	6, 645	20, 077	6, 033	41, 199	4, 775	43, 287	2, 362

A

United States Exports of Lumber to Mexico, Central America, and the West Indies, 1930—Continued

Class	Jamaica	Trinidad and Tobago	Other British West Indies	Cuba	Dominican Republic	Netherland West Indies	French West Indies	Haiti	Virgin Islands of United States	Shipments to Porto Rico
Logs and hewn timbers:										
Ash and hickory, M feet				11		14				6
Other hardwood, do			3	19						
Southern pine, do				19	18	74				2
Douglas fir, do				19		4				
Cedar, do				19				22		
Other softwoods, do							1			
Railroad ties:										
Softwood, number				32,868			15			89,857
Creosoted or otherwise preserved, do		3,000		50,103			500			1,950
Piling, linear feet	12,260	24,995	364	37,305	4,380	15,840		14,260		65,316
Telegraph, trolley, and electric-light poles, number	350	30		109	700					1,665
Sawed timber:										
Southern pine, M feet	93	296	110	1,858	5	4	40		27	115
Douglas fir, do			111							1
Other softwoods, do	2			30						
Hardwoods, do				57						
Southern pine, creosoted or otherwise preserved, M feet	97	48	7	62	62	19		16		155
Other sawed timber, creosoted or otherwise preserved, M feet		37				9				3
Boards, planks and scantlings, softwoods:										
Cypress, do	4		193	333	2					71
Douglas fir (rough), do	110	250	571	4,580	126	82	49		57	4,949
Douglas fir (dressed), do			213	398	111		91		4	2,308
Southern pine (rough), do	8,380	4,745	2,930	35,984	1,674	3,286	7,871	2,043	126	7,729
Southern pine (dressed), do	9,957	2,998	3,449	2,362	3,984	6,095	3,141	2,424	272	16,160
White, western and sugar pine, do	18	4	6	267	195	511	16	133	158	75
Cedar, do			2		3					30
Redwood, do	94	16		257		10	7			185
Spruce, do	44		7	8		13				
Hemlock, do			320	105	1					
Small softwood dimension, do										9
Other softwoods, do				37		141		1		
Total softwood, do	18,637	8,013	7,700	47,331	6,096	10,138	11,175	4,501	617	31,516

VI

Boards, planks and scantlings, hardwoods:										
Birch, beech, and maple, do				186						801
Gum, red and sap, do				2,888						94
Gum, tupelo and black, do				791						
Hickory, do			8							24
Oak, do	16	62	7	24	7	29		6		
Poplar, do	2			7					3	1
Mahogany, do			2							
Small hardwood dimension stock, do				20		1			3	1
Other hardwoods, do		110	2	122						
Total hardwoods, do	18	172	19	4,038	7	30		6	6	921
Other sawed lumber, board feet	4,754	147,833	19,247	5,930	4,505	523	500		3,074	132,543
Lath, number in thousand			197					8		
Shingles, do	1,190	100	4,606	40	25		116	302	50	
Cooperage:										
Staves, tight, number	600		260	1,341,178			815,943	126		
Staves, slack, do	750	7,660,800		903,850	5,100			1,982		
Tight heading, sets	925	1,750		97,048			52,207	129		5
Slack heading, do	250	221,000		130,455						
Shooks, tight, do	12,410	8,860	3,100	24,168	1,526	1,000	32,095	100		1,300
Shooks, slack, do	17,949		12,900	22,170	1,825					29,200
Tight, empty barrels, casks, and hogsheads, number	108	36	1,845	6,627	4,630	607		411	639	1,440
Box shooks:									17,400	5,010,877
Southern pine, board feet	143,226	61,111	617,500	9,733,598	5,844	14,000				
Hemlock, do						217,094		76,400		27,879
Spruce, do	4,800			3,926		101,588				1,953,012
Gum, do	387,686	5,000		1,658,305	126,379	112,000		28,223		1,207,225
Other, do	2,717			981,592	102,847	60,270		350,923	31,309	6,000
Veneers, square feet				842,586		5,114			1,100	11,112
Veneer fruit and vegetable packages, value in dollars				22,302	98					46,993
Plywood, square feet		63,000	800	613						9
Hardwood flooring, M feet	5				1	2			4	2,312
Doors, number	3,890		887	21	170	1,215			26	4,078
Sash and blinds, do	5,416	44	1,602	9	825	3,208				226,049
Trimming and moldings, linear feet	551,928	2,000	138,583	64,422	32,562	200,111		12,400		16,767
Other millwork and house fixtures, value in dollars	15,732		6,902	888	3,410	2,295				699
Wagon and other vehicle stock, do	333	118	206	801	185		55		24	
Handles:										6
Plow and similar bent handles, dozens				62	2					
Hoe, fork, shovel, broom, and other long handles, do	79	58	13	149,262	125	76		22		4,889
For striking tools, do	321	699	94	5,370	377	391		343	6	1,698
Woodenware, value in dollars	715	267	1,060	19,204	2,050	835	45	3,103	16	6,102
Other wood manufactures, do	42,928	4,461	11,381	152,181	25,903	19,671	571	11,527	895	203,111

VII

METHODS OF HANDLING AMERICAN LUMBER IN MEXICO, CENTRAL AMERICA, AND THE WEST INDIES

MEXICO

By Edward D. McLaughlin, Assistant Trade Commissioner

DOMESTIC INDUSTRY

The Sierra Madre Mountains, running in a general southeasterly direction from the State of Sonora to the Isthmus of Tehuantepec, are fairly well timbered in many sections, with several species of soft and hard woods. Near some of the cities small timbering operations have been consistently carried on, since the forests have been exploited to supply the local demands for fuel.

In the States of Michoacan, Sinaloa, and especially Durango, extensive forests prevail and are being exploited by organized lumber companies. The railroads use large amounts of telegraph poles and sawed stocks for ties, and the mines use considerable quantities for mine props. These industries, together with the oil industry, have furnished a fairly constant demand for various types of construction timbers. The railroads and mines use American lumber in engineering and construction work where stock having known characteristics as to strength and durability is required. The situation has been changing somewhat, owing chiefly to the protective duties covering native lumber. Native soft and hard woods are being used to an increasing extent in minor construction projects.

Railroad ties have always been a large item in Mexican lumber imports, but the volume has decreased noticeably since 1927, in which year almost $1,000,000 worth of railroad ties were imported. Following the establishment of creosoting plants by the National Railways and the railroads' decision to use native lumber as much as possible, imports dropped in 1928 to about one-third of the volume of the previous year. In 1929 while materially larger imports of railroad ties were effected than in 1928, the increased purchases were due almost wholly to heavy buying on the part of one railway. Figures for 1930 show a considerable decrease in the imports of ties.

It is difficult to estimate exactly how much American lumber the National Railways have purchased in recent years. However, it is probable that prior to and including 1929 they bought an average of 10,000,000 feet a year. In the first quarter of 1930, 2,000,000 feet were purchased, and a like amount was obtained in the second quarter. In the third and fourth quarters no appreciable purchases were made. Hence the total purchases of American lumber during the year 1930 approximated 4,000,000 feet.

Owing to the change in policy of the National Railways of Mexico to purchase native lumber, when possible, there appears to be little likelihood for increasing purchases of American lumber. A considerable volume of the lumber bought prior to 1930 consisted

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of railroad ties, car stock and decking, coal-car sides, and car sills, much of which will now be made of native pine.

The following sizes are among those used by railways: Car decking, grade, heart selects; material, native pine, 2 by 8 inches by 8 feet, 2 by 8 inches by 9 feet; car decking, grade, select (but no provision for heart content); material, native pine, 2 by 8 inches by 9 feet, 2 by 8 inches by 10 feet. No. 1 common rough (this lumber bought rough with a view of dressing at the National Railways shops), material, native pine, 2½ by 10½ inches by 37 feet, 2½ by 12½ inches by 36 feet, 2½ by 12½ inches by 37 feet, 3 by 12 inches by 37 feet, 3½ by 4½ inches by 36 feet, 3½ by 6½ inches by 35 feet, 3½ by 6½ inches by 37 feet, 3½ by 8½ inches by 37 feet. No. 1 common S4S, 2 by 5 inches by 9 feet; material, native pine, 5½ by 9½ inches by 36 feet. No. 1 common S4S, 2 by 5 inches by 16 feet; material, native pine, 5½ by 10½ inches by 36 feet, 5½ by 10½ inches by 40 feet.

Should the native pine give a poor demonstration of durability, it is likely that the railways will again purchase more American lumber. However, in view of the announcement of the railways' intention to buy native lumber, it is felt that every effort will be made to utilize native wood wherever and whenever possible.

Box shooks are imported in considerable quantities. The winter-vegetable growers of the Yaqui Valley in Sonora and the refineries, which package their oil for export, are the chief users. Mexican Customs Circular N. 31–39–109, effective June 10, 1931, defines the types of containers and materials for their manufacture which may be accorded temporary free importation under bond, the bond being canceled upon their reexportation as containers for domestic products. Wooden tubs and barrels, refrigerating boxes, hampers, and baskets, and material for their manufacture may continue to be imported under bond as heretofore. However, crates and shooks are no longer accorded this special treatment and are subject to the regular rates of import duty. Box shooks sold for the winter-vegetable growers are, as a rule, supplied by border commission agents, who handle the sale of the vegetables themselves.

Native lumber in the small sizes and in 1 and 2 inch boards is in general use throughout the Republic. However, domestic producers can not compete in large-sized timbers and in lumber designed for purposes where strength and durability are paramount. They are, however, making a decided bid for lumber in the smaller sizes, and anything under 4-inch material coming from the United States will in the future probably find ready competition from the native product.

A Mexican presidential decree, published April 13, 1931, and effective three days later, changed the rates of import duty on lumber. The altered classifications do not allow full direct comparison between old and new tariffs.

The new rates, in Mexican currency, are as follows, the old rates when possible being shown in parentheses:

Lumber (per 100 gross kilos, unless otherwise specified): Roof tile and shingles of wood, 0.04 peso per gross kilo (0.025); ordinary construction lumber of pine and fir, sawed, planed, or worked by axe, in boards, planks, and beams up to 55 millimeters in thickness and 3¼ meters in length, 1 peso (new classification); the same, up to 55 millimeters in thickness and exceeding 3¼ meters in length, 3.40 pesos (new classification); the same, from 55 to 90 millimeters in thickness and not exceeding 3¼ meters in length, 0.40 peso (new classification); the same, from 55 to 90 millimeters in thickness and exceeding 3¼ meters in length, 1.50 pesos (new); the same, exceeding 90 millimeters in thickness, 0.40 peso (new).

Ordinary construction lumber of other woods not specified, sawed, planed, or worked by axe, in boards, planks, and beams up to 55 millimeters in thickness, 2 pesos (new); the same from 55 to 90 millimeters in thickness, 1 peso (new); the same, exceeding 90 millimeters in thickness, 0.40 peso (new); ordinary construction lumber in boards, dovetailed or grooved, 0.04 peso per gross kilo (0.025); ordinary logs of any diameter, 0.40 peso; posts of any diameter and more than 4 meters long, 0.40 peso. To these basic rates should be added the usual surtax of 3 per cent of the duty.

The combined lumber imports from the United States are of such large proportions as to make almost negligible the imports from other countries.

Figures of imports of lumber into Mexico for 1929 show an importation of sawn and hewn softwood and hardwood lumber, including box shooks and pattern lumber, totaling 172,175 metric tons, of which 171,460 tons were from the United States. Estimating a ton as 700 board feet, the total importation amounts to approximately 120,525 M feet, of which the United States supplied 120,025 M feet. United States export statistics for 1929 showed 127,873 M feet shipped to Mexico during the year, including logs, sawn, box shooks, and hardwood flooring.

Imports of plywood in 1929 were 712 tons, chief suppliers being the United States 326 tons, Russia 212 tons, and France 96 tons.

In the first half of 1930 lumber imports totaled 63,260 metric tons, of which the United States supplied 61,640 tons. All wood shingles were from the United States (882 tons). Plywood imports were 490 tons, including 69 tons of hardwood plywood. Germany supplied 166 tons, Russia 78, Belgium 73, and France 54. The United States supplied 112 tons, including all the hardwood.

Estimating roughly at 700 board feet per ton, the Mexican import statistics indicate imports of 44,300,000 feet in the first half of 1930, of which the United States supplied 43,150,000 feet. This also is in close agreement with United States export figures, which show 41,000,000 feet of hardwood lumber and of softwood lumber and logs shipped to Mexico during the first six months of 1930.

According to an article in The Timberman for November, 1930, the Mexican census of 1930 shows there are 16,500,000 inhabitants living in 3,000,000 houses. There are 44,816 factories and workshops in the Republic, 121,459 commercial structures, 19,190 office buildings, 4,340 hotels and inns, 705 hospitals, and 3,684 prisons and jails.

State and Federal Governments maintain 8,520 schools of all kinds, while private schools number 3,694. There are 13,689 church buildings, 67 museums, 438 libraries, and 5,878 Government offices.

The total number of structures in the country is 3,123,146, of which only 70,275 belong to persons not citizens of Mexico.

The production of lumber in Mexico during 1929 was about 3,025,809 cubic meters (1,283,000,000 board feet), while the area open to exploitation was 2,100,268 hectares (518,766,196 acres).

HANDLING OF SALES

American lumber is usually sold in Mexico either through a direct sale to the dealer or through the purchasing departments of the large consumers, principally the mines, petroleum interests, and railroads. There is little advantage in establishing an agent in the Mexican markets, with the possible exception of Mexico City and Monterrey. As a general rule agents have not found it profitable to cover the numerous dealers in the smaller towns and villages.

In the case of larger mills doing considerable Mexican business, it is advisable to have representatives in Mexico City not only because of the personal supervision which they may effect but in order to bid for the available Government business, which is generally given out by the various department heads in the capital.

The border towns and the interior cities of Chihuahua, Torreon, San Luis Potosi, Aguascalientes, and Orizaba, as well as numerous smaller towns of the Republic, are worked through direct correspondence from exporters without the assistance of agents. The many scattered lumber yards of the Republic must obviously buy direct, or, in various localities where transportation facilities are inadequate, depend wholly on native lumber.

The greater proportion of the American lumber purchased in Mexico is shipped into the border towns, probably the greater amount going through Laredo, Tex. As a rule the Mexican customer designates a customs broker on the border, to whom the cars are consigned. Prices are quoted f. o. b. border points, as, for example, f. o. b. Laredo. The terms accorded Mexican purchasers are usually 90 days from date of shipment.

Importers of lumber in Tampico as a rule have cargo consigned to a customs broker, shipping terms generally being c. i. f. Tampico, payment 90 days from date of shipment.

Lumber at Vera Cruz is handled the same as at Tampico, with the exception that importers generally specify unloading at the local dirt wharf, this method being slightly less expensive.

A résumé of the market for American lumber follows, classified according to the leading geographic and political subdivisions of Mexico:

TAMAULIPAS

Because of the location of Tamaulipas bordering on the Gulf of Mexico and the State of Texas, lumber imports are very readily effected, both by rail and water transportation. The city of Matamoros, across the border from Brownsville, is a port of entry, serving not only the northern section of Tamaulipas but considerable of the northeastern section of the Republic. Because of ready access to American lumber, there is comparatively little demand for the native pine available in certain near-by sections. Imported woods are principally western and southern pine, with some cypress. The dealers as a rule purchase directly from the mills in carload lots through agents in the United States. It is not thought advisable to establish direct agencies in this locality. Credit terms are generally from 60 to 90 days.

The same observations apply to dealers in the vicinity of Nuevo Laredo, who purchase through exporters in the United States, bring-

ing in lumber through Laredo, Tex. Considerable lumber is sold directly in both these border towns, Mexican purchasers going personally to the agents or lumber yards in the respective American border towns. Lumber also passes through Nuevo Laredo to interior points, such as Monterrey, Mexico City, Saltillo, and San Luis Potosi.

The port of Tampico obtains lumber supplies by water, generally from points in Texas or Louisiana. The principal wood imported is southern pine, with small amounts of oak and cypress. Importing is done direct by local dealers. Agents are unnecessary. It is customary for large consumers, such as the oil companies and railroads, to purchase direct through agents in the United States.

There has been very little construction around Tampico for some time, owing chiefly to the decline in the oil business. Small frame houses are found by the hundreds on the line joining the city itself with the various refineries. This construction, put up in the boom days, was entirely of American lumber.

There is little chance for imports of small-dimension lumber, owing to the tariff. Timbers for construction purposes, especially where exposed to insect and other pests, will probably continue to be of American stock. However, the demand is at present so small that local dealers will carry very little, if any, American lumber of any description.

COAHUILA

Coahuila receives lumber supplies by rail through Eagle Pass, Tex., and the Mexican border town adjoining, Piedras Negras. Generally purchases are made direct from the mills in the United States, the lumber being chiefly southern pine. Piedras Negras acts as a source of supply of American lumber for the States of Durango, Chihuahua, Sonora, and Coahuila, with the exception of the northern section of the States of Sonora and Chihuahua, which are supplied to a great extent through the border towns of Nogales and Ciudad Juarez. The business is in the hands of lumber companies which do both a wholesale and a retail trade, handling only lumber from their own American mills.

SALTILLO DISTRICT

For better construction American woods are used. However, there is some competition from the local native pine. Woods imported are chiefly southern pine and western pine, with small amounts of poplar, cypress, oak, gum, and hickory. The majority of the firms import on their own account, and agents are not thought advisable. It is customary for the large consumers—the railroads and mines—to buy direct. The National Railways of Mexico have been the largest single purchaser. However, they have recently curtailed their purchases of American lumber, giving preference wherever possible to native woods. In the mines, while interior timbers are all native stock, the trestle work, requiring lumber of known engineering characteristics, and other surface structures, are invariably of American lumber.

Torreon, in the southwestern part of the State, has in the past taken considerable quantities of American lumber, especially southern pine, which is used by the railroads and the mining industry. However, most of the lumber requirements of this district, such as

railroad ties, lumber for construction, and flooring, are supplied from Durango lumber districts. In addition, small quantities of ash, hickory, oak, and poplar are imported for special cabinet work.

It is the practice for importers to buy direct from American mills, and it is not thought advisable for American lumber companies to establish agents in Torreon. As a rule importers are both wholesalers and retailers, buying in carload lots for delivery through the border towns of Matamoros, Piedras Negras, and in some cases Ciudad Juarez. Because of the proximity to the pine forests of the State of Durango, considerable quantities of native pine are used for ties and poles, and it is estimated that over 95 per cent of all lumber used is of Mexican origin.

CHIHUAHUA

Chihuahua, through its border city, Ciudad Jaurez, purchases southern pine and Douglas fir, brought in by railroad through El Paso, Tex. The National Railways of Mexico distribute American lumber as far south as Torreon. Lumber importers make a practice of purchasing direct from the mills in the United States rather than through agents or brokers. While the largest consumers of American lumber are the mines, various contractors and railroads effect their own imports direct through customs brokers. The western section of the State of Chihuahua has fairly extensive stands of native pine, from which forests the demands for cheaper and poorer grade lumber are satisfied.

The city of Chihuahua imports southern pine and small amounts of oak and gum, the former for use as flooring. The gum is quartered, planed, and used, together with red and white oak, in the furniture factories of Chihuahua City. In Ciudad Juarez local dealers import direct from mills in the United States. The larger purchasers, the mining companies and railroads, as a rule pay cash to take advantage of the discount given by most of the American mills.

NUEVO LEON

Nuevo Leon, in the northeastern section of the Republic, is in the section of the American market dominated by southern pine. Monterrey, because of its railroad facilities, is regarded as the trade center. It imports southern pine, oak, and cypress, with small quantities of ash, poplar, and gum, the latter woods finding their way into the furniture trade. Importers usually place their orders direct with sources in the United States, but sometimes through local agents, the lumber coming in by rail, generally through Laredo or Eagle Pass. Monterrey and vicinity is one of the best Mexican markets for American lumber, numerous factories, textile mills, breweries, and glass works buying considerable quantities, in addition to the railroads, mines, and general construction works. A considerable portion of the market has been supplied by native lumber, although so far not in large enough proportion to threaten seriously the preeminence of the popular American woods. Because of excellent railroad facilities, most grades of American lumber can be laid down in Monterrey at a lower figure than the native pine of the neighboring State of Durango, not considering the tariff.

Monterrey has not felt the general business depression to the same extent as Tampico and many other sections of the Republic. In the middle of 1931 there was still a lively demand for lumber for construction purposes. However, the duty on small-dimension lumber, the limit being generally placed at 4 inches, renders importation unprofitable. It appears doubtful if the Monterrey lumber yards will continue to carry American lumber in any size, since the larger purchasers invariably buy direct from the mills.

It is claimed that native lumber is not suitable for the purposes to which American lumber may be put, and that the existing Mexican mills can not produce the steady, dependable supply necessary to meet all conditions of the varying market.

The recent increases in lumber duties affected the hardwoods and, consequently, the Monterrey furniture industry, employing several thousand men. Monterrey supplies perhaps the greater portion of the Republic with a cheap type of furniture. This furniture has been, in the past, made of American hardwoods, notably oak. These hardwoods can not be duplicated, because a large, dependable supply of native temperate-zone hardwood in properly seasoned stock is not obtainable.

SAN LUIS POTOSI

This State imports chiefly southern pine, generally from points along the border, overland by rail or through the adjacent port of Tampico, in the State of Tamaulipas. There are a number of smaller importers who make a practice of buying direct. There is not enough business to warrant the establishment of agents by American exporters. The large users are the railways, chief among them being the National Railways, the mines, and, to a small extent, agricultural interests, which are creating a small demand for box shooks. It is stated that for inferior uses native pine coming in from the State of Michoacan is used. This lumber, largely due to transportation charges, sells at probably two-thirds the price of the American lumber.

FEDERAL DISTRICT

The Federal district imports southern pine, western pine, white and red oak, cypress, Douglas fir, California redwood, and small quantities of maple, hickory, poplar, and gum. Many of the importers make a practice of buying direct through connections with American mills, but at times through local agents of American mills. Some of the larger American mills have established their own representatives in the capital and at Monterrey.

The predominating lumber is American, though quantities of native woods, both hard and soft, are to be found in the lumber yards. The soft native pine is resawed in city mills and finds its way into some of the cheaper construction. Importers are, as a rule, both wholesale and retail distributors, the larger consumers either purchasing direct or through one of the local agents. Many of the larger organizations operating on a national scale have purchasing agents located in the city, so that a large volume of purchases which are made in the capital are intended for various uses in the mines, railroads, and construction projects throughout the Republic.

Southern pine is used for such construction as derricks, docks, piling, etc. Its chief use in Mexico City is for flooring. Its lesser uses include practically everything for which it is employed in the United States, particularly car building and to a limited extent in general construction and bridges. Stocks in the retail yards in Mexico City include American oak, which is sold to the smaller carpentry shops for the manufacture of furniture. Motor-bus bodies are also, as a rule, constructed of American oak. American hardwoods are generally sold at lower prices in Mexico City than the native available hardwoods.

The usual terms of payment are 90 days' draft from date of shipment from the mill, being granted only to customers of proper credit standing. Others are required to pay against draft with shipper's order, B/L attached to draft. In isolated cases, where the purchaser of large quantities of timber is unknown, a letter of credit is used.

VERA CRUZ

Vera Cruz, located on the eastern coast on the Gulf of Mexico, imports southern pine through the ports of Tuxpan, Vera Cruz, and Puerto Mexico, heart lumber being preferred. Importers purchase direct from American mills and do not require the services of agents. The oil industry of this section has given rise to most of the demand, although quantities of American lumber are used for ship-lap, piling, railroad ties, telegraph poles, and various construction purposes. It is found that creosoted American lumber has greater enduring powers in the hot, moist climate than most native woods. One telephone company operating in this section even makes exception to its general rule to use steel poles and uses treated American wood poles. Only small quantities of American hardwoods are used in the furniture business, it being difficult to compete with the native hardwoods of this section.

TABASCO

Tabasco, on the Gulf coast, in the low, torrid region, purchases chiefly southern pine in small amounts. In this section there are no large consumers of lumber. The future demand for American lumber is chiefly contingent upon the prosperity of the Tabasco oil fields. Hardwoods used are all of native growth. Importers purchase direct from American mills.

YUCATAN

Southern pine and small quantities of white pine are the chief lumber imports of the State of Yucatan, being brought in by vessels to Progreso. There is very little demand for lumber, the chief uses being in pilings, poles, ties, etc., although a part of the lumber is for general construction purposes. The furniture trade is supplied by native hardwoods.

JALISCO

Jalisco, on the Pacific coast, has in the past imported southern pine, Douglas fir, and small quantities of poplar, oak, gum, and ash, which are for the local furniture trade. The small amount of imported lumber is bought direct by local importers from the American mills.

Timber cut in this State is used only for telegraph and telephone poles, railroad ties, and fence posts.

Practically all lumber used for construction purposes is brought in from the State of Michoacan, with a small amount from Colima. The amount shipped in during 1929 amounted to 350 carloads, falling off in 1930 to 326 carloads. The carloads average about 20,000 feet each.

During 1930 there were only five carloads brought from the United States, consisting of three cars of red gum and two cars of oak and poplar. With improved communications within the States of Jalisco and Colima, it is likely the importations from the United States will decrease.

LOWER CALIFORNIA

The small amount of lumber taken by Lower California is, as a rule, imported through Mexicali and consists principally of Douglas fir and California redwood. Practically all the lumber is purchased direct from the mills by local importers.

SONORA

Sonora, located along the border in the northwest section of the Republic, buys chiefly through Nogales, Ariz., receiving Douglas fir, California redwood, and western cedar. Local importers buy direct from the American mills, agents not being generally used. The railroads and mines of this section create the chief demand, the Southern Pacific Railroad of Mexico being perhaps the largest individual purchaser. In addition, the farmers of the Yaqui Valley use considerable lumber for construction purposes and considerable quantities of box shooks with which to ship the winter vegetables grown in this district. These are supplied by border dealers, generally vegetable jobbers.

Guaymas is the distributing point for virtually all lumber used in the State of Sonora, except in the extreme northern part. Lumber distributed from Guaymas is American lumber imported by water from Pacific coast ports. Importations average from 7,000,000 to 9,000,000 board feet annually. Approximately 1,000,000 feet Douglas fir of all dimensions are imported annually through Guaymas for distribution to the retail trade of southern Sonora.

Another large consumer of American lumber in this consular district is a large copper mining company at Santa Rosalia, Lower California.

Despite the fact that lumber of a fair quality can be obtained from other sections of Mexico and that the duty is considered to be relatively high, American lumber is delivered in Guaymas, duty paid, for roughly 2 cents per foot cheaper than Mexican lumber can be shipped by rail. This is due to the Mexican mills being situated on the eastern slope of the Sierra Madre Mountains, principally in the States of Chihuahua and Durango, which necessitates a long rail haul via Irapuato, Guanajuato, approximately 1,000 miles to the south of Guaymas.

Although there are virgin timber tracts in the States of Sinaloa and Jalisco, which are directly connected by rail with this district, as yet there have been no lumber mills worthy of mention installed

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in those States. Most of the timber cut in that section is hauled to the railroad by mules and burros. Accordingly, American imported lumber encounters practically no competition from that source.

SINALOA

Sinaloa, on the Pacific coast, owing to its proximity to American stands of redwood and Douglas fir, imports chiefly these two woods. In this State competition is felt from native lumber, cedar especially, which is used for vehicles and cart and carriage wheels. Lumber imports are effected, as a rule, through the port of Mazatlan, the importers buying direct from mills in the United States. Mazutlan also uses native lumber, hardwood logs for use in the furniture trade being brought in through this port and resawed by local mills. The largest consumers are the railroads and mines. Small quantities of box shooks are purchased by local vegetable growers and refiners.

AGUASCALIENTES

Aguascalientes, because of good rail communication with the east and north, uses, as a rule, southern pine, and this only in small quantities. Native lumber produced in the near-by States of Chihuahua and Michoacan supplies the bulk of the demand for ordinary lumber. The local railways buy native lumber chiefly for use as poles and ties, but also in increasing quantities for car-repair work.

COLIMA

Colima, through the port of Manzanillo, imports California redwood and Douglas fir in small quantities. Most of the imports find their way to the neighboring State of Jalisco. In Colima native lumber is largely used, especially native hardwood. Such as is brought in, however, is purchased direct from the American mills.

OAXACA

Oaxaca imports small amounts of Douglas fir and California redwood. There are no regular dealers, the larger purchasers—oil companies, mines, and railroads—as a rule buying direct from the mills. For current small construction native lumber is used.

GUERRERO

Guerrero, through the port of Acapulco, imports small quantities of Douglas fir, California redwood, and spruce. Owing to the availability of native lumber and the small existing demand for lumber of any type, imports are negligible. Such importing as is done is effected direct by importers with the American mills concerned.

PRESERVATIVE-TREATED LUMBER IN MEXICO

The sale of treated lumber is handled in various ways in the Mexican market. There are four wood-treating plants operated by the National Railways of Mexico, and it is known that one small plant is to be constructed for the Mexican Railway. Furthermore, some of the large mining companies have various means of treating lumber. Legal requirements stipulate that lumber for construction and engineering uses, exposed to the weather, shall be treated. This means that railroad ties, trestle members, sills, and strictly speaking,

telephone poles, be so treated. Hence the use of treated lumber is increasing.

Large purchasers of lumber, such as some of the larger mining, railroad, and telephone companies, at times order through local agents located either in Mexico City or Monterrey, but generally direct from the sawmills. Arrangements are made to have the lumber creosoted or otherwise treated in the United States before shipment, it being impracticable for companies other than the National Railways at the present time to do any large amount of treating in the Republic. Such treatment, of course, increases the weight of the material and the transportation charges. Ultimately wood-preserving plants for general commercial work will perhaps be established.

Lumber requiring preservative treatment is generally purchased direct from the sawmills with instructions for them to arrange for creosoting or other treatment. In some instances the local purchaser, always being a large organization, is able to arrange for proper creosoting by some independent plant before shipment. By far the greater part of the creosoted lumber used in Mexico is purchased in this way.

The four treating plants of the National Railways of Mexico are using a high-pressure process with creosote as preservative. The plant of the Mexican Railway at present under construction will probably use creosote in conjunction with crude oil, the mixture generally including 40 per cent creosote and 60 per cent crude oil. The plants of both railroads are intended mostly for the preservation of native lumber. They do no commercial creosoting.

GUATEMALA

By Acting Commercial Attaché Walter E. Aylor

Guatemala is an importer of American lumber, principally southern pine, with a small amount of redwood and Douglas fir. The chief market for imported lumber is for lengths of from 10 to 20 feet (since longer lengths of lumber can not be transported easily over the poor roads) and railroad ties and small timbers. The high cost of inland transportation and the increase in production of native hardwoods and softwoods has tended to limit the market for southern pine to that district lying between Zacapa and the Atlantic coast. The principal consumers are a large American agricultural company and an American-owned railroad company. On the south coast Douglas fir and redwood are imported. Railways have used redwood on the south coast and in the highlands. Douglas fir wharf materials (creosoted) are used at the ports on the Pacific coast.

The market for imported lumber is limited, not only because of the abundant supply of native woods and the increasing number of sawmills located in the country, but also because of the higher selling prices of American lumber caused by both inland and ocean transportation costs and import duties.

Most of the imported construction lumber is used along the coast. During the active period of reconstruction following the earthquakes in 1917 and 1918 several million feet of lumber were imported annually. It is now estimated that the normal import requirements for the entire Republic do not exceed 2,000,000 feet per year.

In most of the upland cities practically all the buildings are constructed of adobe, cement, and brick, whereas the buildings, par-

ticularly on farms and ranches, in the coast country are more often of native wood.

Most of the lumber arriving at west coast ports is purchased by the leading railroad and the American companies operating the wharfs. On the east coast lumber is brought in by both the railroad and an agricultural company. The construction of the new line from Zacapa to Santa Ana, Salvador, stimulated the imports of American railroad ties, although it is noteworthy that most of these ties were of creosoted softwood, whereas in former years the principal demand was for hardwood ties.

The population of Guatemala is approximately 2,000,000. A large number are laborers. Those in the highlands live in rude huts constructed almost entirely of adobe, covered with a grass roof. No lumber, except that which is hewed by hand from the neighboring forests, is used. Those living in the hot lowlands live in huts constructed of poles, palm leaves, and grass. The Guatemalans of the upper 20 per cent prefer native lumber because it is cheaper, and they have never been educated to the economies of high-grade or treated imported lumber.

It is advisable for interested American lumber exporters to follow this market closely and increase sales efforts, for the American interests operating in the country, which take the bulk of American lumber imported, are experimenting with native woods and planning to install treating plants locally in the hope of discovering a cheaper and, at the same time, satisfactory substitute for American lumber. The forestry resources of the country have been exploited only to a negligible degree and only in certain restricted areas near the railway lines. The stands of Spanish cedar, cypress, pine, mahogany, and other hard and cabinet woods, which exist in many parts of the country, are naturally looked to first to supply local demand.

Lumber is usually imported directly by purchase from the manufacturers in the United States. There is one dealer in imported lumber in Guatemala City and one in Puerto Barrios. The dealer in Guatemala City has seen a constantly diminishing demand for imported lumber during the past few years. Locally produced lumber is sold to the consumer by sawmills, since the demand is too small to warrant an elaborate system of distribution by middlemen. Usual terms of payment except in cases where the firm is one of unquestionable reputation are an irrevocable letter of credit in port of shipment; with firms of good reputation, draft at 30 to 60 days against documents.

The tendency of the railroads is to decrease wood construction of permanent buildings and to use reinforced concrete. The new station at Zacapa is of reinforced concrete. The American agricultural company operating in Guatemala prefers lumber in its plantation buildings in view of the fact that it establishes itself in an area on a comparatively short-time basis. At present on the Atlantic side it is moving the center of its operations, and its buildings are being knocked down and the old lumber transported to be again used in buildings and houses in another location.

Interested American exporters should follow public-works programs. Various projects have been considered during the past years, although indications are that little will be accomplished in the next year.

TOTAL WOOD IMPORTS INTO GUATEMALA, 1929 AND 1930

[In board feet]

From	1929	1930
United States	[1] 3,636,000	[1] 1,475,000
Honduras	[2] 9,000	
Germany	[2] 2,000	[2] 1,000
England		
Total	3,647,000	1,476,000

[1] Converted from weights, one metric ton equals 700 board feet.
[2] One metric ton equals 600 board feet.

Source: "Memoria de las Labores Del Ejecutivo en el Ramo de Hacienda y Credito Publico" and "Boletin de Aduanas, Republic de Guatemala."

BRITISH HONDURAS

By American Consul G. R. Taggart, Belize

British Honduras uses only 1,250,000 board feet of lumber a year, which is only a fraction of the colony's potential lumber supply from its extensive timber stands. Practically all dressed lumber and half of the rough and heavy lumber is southern pine, imported from the United States.

Local woods used are mahogany for individual furniture making, and some Spanish cedar and yemeri for boat building. Local yellow pine is the cheapest lumber available for general building purposes. It is said to be easily worked and is used for building construction in British Honduras. There are large tracts of this pine designated as *Pinus caribaea mor*, the stands varying, however, on different acres and being interspersed with other forest trees. This timber is reported to be similar to the slash pine of the United States.

For uses such as piling, poles, posts, heavy-timber construction, and building framework the native rough heart pine is preferred (about 200,000 board feet a year being used in the colony) whenever it can be obtained as cheaply and as readily as from the United States. It is regarded locally as of closer grain and more resistant, especially in the swampy locations, to insects, moisture, dry-rot, and strain, than the southern pine from the United States.

The folowing table shows the imports from the United States and Canada of unmanufactured lumber for home consumption in the calendar years 1929 and 1930.

Total imports of wood and timber in the last two years were as follows: Lumber dressed, 1929, 851,000 board feet; and 1930, 1,190,000 board feet; lumber rough, 1929, 174,000 board feet; and 1930, 347,000 board feet; mahogany logs, 1,768 in 1929, with none reported for 1930.

LUMBER IMPORTS INTO BRITISH HONDURAS FOR HOME CONSUMPTION, 1928–1930

[In thousands of board feet]

Lumber, sawn	Source, 1928		Source, 1929		Source, first 6 months 1930	
	United States	Canada	United States	Canada	United States	Canada
Wholly or partly dressed	1,336	21	806	12	719	10
Rough	449		174		181	
Total	1,785	21	980	12	900	10

Source: British Honduras Gazette (March, 1931).

Practically all the small amount of lumber coming from Canada is dressed Douglas fir from British Columbia.

The following conditions might affect adversely the sales of American lumber in British Honduras:

Installation of modern equipment in British Honduras for sawing, dressing, and seasoning the native pitch pine and improvement of facilities for local transportation to Belize insuring reliable and prompt supplies.

This would result in the exclusive use of the native pine for heavy-timber construction and building framework and in the increased use of dressed native lumber for building requirements.

In this connection it should be remembered that the British Honduras Government designates in its building contracts the use of local woods as far as possible.

Some of the pine now coming to British Honduras from the United States is reported to be of poor quality and not shipped true to grade. If so, a continuation of such practice will naturally promote an increased use of both native pine and of Canadian Douglas fir.

HONDURAS

By American Consul Robert F. Fernald, Tegucigalpa

Wood of foreign origin is rarely imported into this consular district, since both hard and soft woods are produced sufficient for local needs by a few sawmills situated close to major points of consumption.

Lumber imports, by customhouse, during the 1929–30 fiscal year (August 1 to July 31), as compiled by the Direccion General de Rentas, Ministerio de Hacienda, follow:

	Metric tons		Metric tons
Amapala	4	Tela	4,876
Ceiba	3,328	Puerto Castilla	3,790
Puerto Cortes	4,008		
Trujillo	273	Total	16,291
Roatan	12		

Ceiba, Puerto Cortes, Trujillo, Roatan, Tela, and Puerto Castilla are ports on the Atlantic side of Honduras. Amapala is the Pacific port.

The amounts provided by the chief supplying countries were:

	Board feet		Board feet
United States	[1] 9,434,000	Panama	[2] 575,000
Nicaragua	[2] 1,133,000		
		Total	11,142,000

Another table also compiled by the Ministerio de Hacienda shows imports into Honduras of wood manufactures during the fiscal year from August 1, 1929, to July 31, 1930, of 3,950 metric tons valued at $213,080, of which 3,592 metric tons valued at $194,851 came from United States and 283 metric tons valued at $2,144 arrived from Panama.

[1] Converted from weights at 700 board feet equal 1 metric ton.
[2] Converted from weights at 600 board feet equal 1 metric ton.

PUERTO CORTES

By American Vice Consul Thomas C. Wasson

American lumber is being imported into the Puerto Cortes consular district in considerable quantities, the largest importer being an American fruit company. This company has constructed and is operating many miles of railroads and is maintaining large farms. It also manages and operates the 90-kilometer National Railway of Honduras, which runs from Puerto Cortes to Potrerillos. The company imports southern pine and cypress lumber for the construction of its buildings, for shipbuilding on a small scale, for general construction purposes, and also imports ties and bridge timbers for the railroads. These latter are generally creosoted, as are some telephone and electric-power poles.

Several other importers, located in Puerto Cortes and San Pedro Sula, handle southern long-leaf pine, cypress, and California redwood lumber, dressed and rough, in practically all sizes and dimensions, especially for general house-building purposes. One of these companies has been specializing in Nicaraguan pine, but it is now reported to be changing to American lumber. In Puerto Cortes during the last six years (1925–1930, inclusive) more than 500 new frame houses have been constructed, and the total importation of American lumber into the consular district is estimated to average approximately 3,000,000 board feet annually.

All the importers purchase their requirements from lumber exporters in the United States, usually on terms of from 60 to 120 days from date of invoice. Usually the cost of freight, consular fees, etc., must be paid upon arrival of the stock by sight draft. The above terms apply only to the actual value of the stock f. o. b. the American port from which it is shipped. Lumber is stored in the importers' warehouses and is sold in retail lots to the public.

There is considerable production of native lumber in San Pedro Sula and the surrounding territory. The privately owned and operated mills all use small circular saws imported from the United States. They cut native pine as well as cedar and some hardwoods, such as mahogany and San Juan (also known as white mahogany). The average daily production of these mills ranges between 3,000 and 5,000 board feet, and their products are generally sold in the rough, as only one concern operates a small planing mill. In San Pedro Sula and the surrounding territory the average constructor prefers to use native San Juan, mahogany, or cedar for the frame of the building. The boarding, flooring, and ceiling are made of either cypress or California redwood lumber.

While the present demand for American lumber is relatively good, it may decrease in the near future, since the production of native lumber will increase considerably with the opening up of new roads. The Government of Honduras is now devoting special attention to the construction of highways. Recently high-grade road-making machinery has been imported from the United States by the Government, and it is anticipated that the road leading from San Pedro Sula to the fertile and rich Department of Copan will be opened up in the near future. This will give access to a large area of entirely virgin and undeveloped territory containing large tracts of hardwood timber. Up to the present these forests have been untouched commercially.

LA CEIBA

By American Vice Consul Warren C. Stewart

The only importers of lumber into the La Ceiba consular district are an American fruit company and one local general hardware and lumber dealer. The fruit company maintains its own railroad and has approximately 285 miles of track. It also has a steamship wharf in the town of La Ceiba. Imports are largely southern pine and a small amount of cypress lumber from the United States and pine from Nicaragua for house building and construction work of various kinds. Ties, bridge timbers, and wharf piling are also brought in. Both rough and dressed lumber is handled by importers.

Construction lumber is generally untreated southern pine, but it is understood that experimentation is being made with a salt-treated pine to test its termite-resisting qualities. The ties and bridge timbers and telephone and light poles are chiefly of a salt-treated pine, while the wharf materials are of creosoted southern pine.

During the last year some 85 per cent of these imports were from the United States and 15 per cent from Nicaragua. One local dealer imports practically all lumber from Nicaragua and supplies the carpenters and small contractors in this district. This dealer also sells along the north coast of Honduras outside the La Ceiba consular district.

TELA

By American Vice Consul T. Monroe Fisher

There is a comparatively good demand for woods in the Tela consular district. Local importers state, however, that the market will not increase to any great extent in the near future.

Wood is used almost entirely for construction. There are only six concrete buildings in the entire district. Long-leaf pine is used in the better-class houses and is the only wood imported. It is used for box-car siding, and creosoted stock is used for dock piling, railway bridges, ties, and in a few warehouses and towers in the district.

Concrete poles are used for electric power and telegraph lines in Tela, and steel for such lines in the interior. Native mahogany is used for houses and furniture and house trimmings.

Practically all of the better-class houses are constructed of wood, with roofs of corrugated iron. The majority of the inhabitants in the interior and on the seacoast, excluding Tela, live in "manaca" huts. The walls of these houses are made of small poles, or poles and adobe, and roofs of thatched palm fronds. The floors are of earth or wood.

Wood is also used for railway-car decking, box-car siding, concrete forms, railway ties and bridges and on the dock in Tela, the only dock in the district.

There are some marine borers in wharf piling and some wood ants in dwellings. Wood not treated and when exposed is subject to considerable decay.

The largest importer of long-leaf pine in this consular district imports dock piling and material, railroad ties, railway-bridge material, and structural timber for its own use, and pine lumber for its own use and for resale. This company is permitted to import duty

free all materials and supplies intended for its own use by virtue of a special concession granted by the Government. The best method of doing business is through purchasing agents in the United States. Business with small importers should be by direct sales.

The average credit terms usually asked and given to reliable local importers are 60 days sight from the United States.

Terms to other importers should be 25 per cent in advance (to cover return freight and other expenses in case of necessity), with instructions to the bank to protest nonpayments.

EL SALVADOR

By American Consul A. E. Carleton, San Salvador

El Salvador has an abundance and a variety of woods and does not offer an especially attractive possibility for lumber from the United States. There is some demand for Douglas fir and redwood, however, and the following import figures indicate the size of the market: Total wood imports in 1928 were worth $281,695. The 8,031 metric tons, equaling 5,621,700 board feet, were supplied entirely by the United States except $708 worth. The 1929 total was valued at $393,189 (7,858 metric tons) or 5,500,000 board feet. The United States' part was worth $337,572. Germany has furnished the small remainder in most cases. The first six months of 1930 showed a total importation of $76,197.

While all imports up to the present have been from the west coast of the United States, some interest has been awakened in southeastern United States woods by the opening of rail transportation from Puerto Barrios, Guatemala, to San Salvador.

The bulk of the business is done by three importers and two agents. Prices are usually quoted c. i. f. Salvadoran ports. Purchases are often made from mills, but business is also done through commission agents. Methods of payment differ widely—sometimes cash against shipping documents, sometimes 30 and 60 days, etc. Discounts are often offered for cash. There is no consignment business done. Exclusive agency agreements are not looked upon with favor as a rule, dealers preferring to buy where price and quality at the moment are best.

Probably the largest individual user of imported wood is the Government, with the railroads coming second. As far as actual quantities are concerned, however, residential needs are greatest, with store and office buildings next.

Tongue and stock grooved is imported in lengths of from 10 to 18 feet, in thicknesses of three-eighths inch and one-half inch. In the wood used other than grooved the most popular dimensions are: Lengths, 10 to 24 feet; thicknesses and widths, in inches, 1 by 12, 1½ by 12, 2 by 6, 3 by 6, 4 by 6, 4 by 8, 6 by 6, and 8 by 8.

NICARAGUA

By American Vice Consul Girvan Teall, Corinto

Nicaragua has its own supply of timber. Occasional small quantities brought in for special purposes are purchased in the United States directly by the consumer in Nicaragua. Practically all im-

ported lumber comes from the United States, consisting chiefly of special Douglas fire timber for mines. The lumber comes from the west coast of the United States for use on the west coast of Nicaragua. Even these importations are small. There are no agents handling imported lumber. In 1928, 181,000 board feet were received from the United States. This amount jumped to 985,000 board feet in 1929. Additional foreign imports that year amounted to 14,000 board feet from Honduras, making total Nicaraguan imports 999,000 board feet.

BLUEFIELDS

By American Vice Consul Alvin T. Rowe, Jr.

The demand for lumber in eastern Nicaragua is met almost entirely by near-by forests, and much native timber is exported. No import statistics are available, but the United States is the sole source of supply. There is only one lumber dealer on this coast who imports appreciable quantities of lumber. During the past 12 months this firm imported by direct purchase approximately 277,000 board feet of long-leaf pine and a little more than 2,000 board feet of cypress, all from the United States. Terms of credit are 90 days. Occasionally small amounts are imported from the United States direct by consumers, and the American banana companies operating on this coast often bring in lumber to fill their own needs.

Eastern Nicaragua may be considered a relatively poor market for American lumber at the present time.

COSTA RICA

By American Vice Consul Thomas J. Maleady, Port Limon

Types of construction in Costa Rica are simple. About half of the buildings are of wood and half cement. Lumber is produced domestically on a fair scale, the different kinds being cedar, laurel, cypress, and mahogany. This production meets local needs to a considerable extent and reduces the demand for American lumber in proportion. Insect pests work great havoc with lumber in this climate. Native lumber is resistant to the inroads of borer ants and other pests.

Besides the well-known Spanish cedar, mahogany, balsa, and cocobola, there are various other native woods. The principal source of supply is the Province of Guanacaste on the Pacific coast, where roads are practically unknown and the only certain means of transportation is the oxcart; and even these experience great difficulties during the rainy season when the roads become quagmires.

The measurement generally employed for logs and lumber is peculiar compared with that of other countries. Logs are purchased on a basis of so much per "cubico," equal to 27 cubic feet—i. e. 1 cubic yard. Sawn lumber is quoted at so much per square inch on a unit basis of cuatro (4) "vares," the equivalent of 11 English-measurement feet.

Practically the only woods imported into Costa Rica are southern pine, Douglas fir, and redwood. All of the southern pine is consumed on the Atlantic seaboard. Imported lumber is not available for purchase in the central plateau.

The different classes of lumber which form the total imports are not listed, but it is estimated that 90 per cent is long-leaf pine and

Douglas fir and the other 10 per cent, for the most part, California redwood. Import figures for 1928 and 1929 are shown in the following table. It is believed that 1930 imports will show a sharp decline, owing to the almost total cessation of building activities.

IMPORTS OF LUMBER INTO COSTA RICA, 1928 AND 1929

[In board feet]

Country of origin	1928	1929
United States	[1] 1,825,000	[1] 2,537,000
Nicaragua	[2] 36,000	[2] 5,000
Panama	[2] 145,000	[2] 21,000
Total	2,006,000	2,563,000

[1] Converted from weights at 700 board feet equal 1 metric ton.
[2] Converted from weights at 600 board feet equal 1 metric ton.

Source: "Informe" de la Direccion General de Esladistica 1929 Republic Costa Rica, and Anuario Estadistico 1929.

REPUBLIC OF PANAMA AND THE CANAL ZONE

By Assistant Trade Commissioner A. Cyril Crilley, Panama City

Lumber imports into the Republic of Panama consist of the following species in approximately the ratio shown: Southern pine, 50 per cent; Douglas fir, 35 per cent; redwood, 10 per cent; others, 5 per cent.

Panama City and Colon are the two most important cities, with populations of about 60,000 and 30,000, respectively. Both cities are ports; however, they accommodate only the small native craft which ply between them and the smaller interior ports of either coast. Consequently, dealers in Panama City and Colon make their importations through the adjacent deep-water ports of the Canal Zone—Balboa and Cristobal.

Dealers purchase their lumber requirements either direct from American mills or through export brokers in the United States. In addition to the dealers in Panama City and Colon, there are a number of contractors who buy for their own account, and a few of them carry stocks.

Although lumber imports largely come from the United States, some Nicaraguan yellow pine is shipped in. The usual terms granted to lumber importers here, whether dealers or contractors, are 60 to 90 days' sight, documents against acceptance. The Panama Canal pays cash as soon as it is possible to determine the exact condition of the lumber bought.

COLON

The principal imports into Colon consist of southern pine and Douglas fir, with some redwood and Nicaraguan pine. These imports are handled by two yards. In addition, there is a considerable volume handled direct by local contractors.

PANAMA CITY

Lumber comes to Panama City mainly through the port of Balboa, Canal Zone, and consists chiefly of Pacific coast wood. Some south-

ern pine, however, is shipped to Panama City from Colon over the Panama Railroad.

The lumber business of Panama City is in the hands of four yards, which carry complete lines of American lumber in stock. In addition, the principal contractors carry stocks for their own use and also for resale. While most of the business is done by these importers direct with the mills or exporters in the States, some is handled through local agents. These agents also handle general construction materials.

Lately there has been a small amount of lumber from the States going into the Province of Chiriqui, which has become increasingly important since the building of the new port of Puerto Armuelles. One company handles its own imports, and interior sales are made from Panama City.

LUMBER IMPORTS INTO THE REPUBLIC OF PANAMA

Country of origin	Item	1928	1929
United States	Railroad ties, number	[1] 15,470	[1] 73,530
Do	Construction wood in thousands board feet	[2] 5,513	[2] 6,397
Nicaragua	do		[2] 158
Colombia	do		[2] 88
Germany	do		[2] 26
United States	Cabinet wood in thousands board feet	[2] 5	

[1] Number of ties estimated at 15 to the metric ton.
[2] Conversion factor, 700 board feet equal 1 metric ton.
[3] Conversion factor, 550 board feet equal 1 metric ton.

CANAL ZONE

The Panama Canal makes known its requirements by opening bids in Washington, D. C., three or four times a year. Frequently the canal, Army, or Navy let contracts to private construction companies for a complete project, and the successful bidder then sublets contracts to other firms or suppliers. It is important, therefore, that lumber firms in the States learn the name of the successful bidder in each case so that quotations on lumber may be made.

There is practically no demand for treated railroad ties. Bridges are either of steel and concrete structure or of native woods. There is no preservative plant in Panama. Stocks are not maintained but are ordered as needed, and all such orders go to the States. The best way to sell treated lumber in Panama would be through the Colon yards and to the important construction firms. It would be next to impossible to get them to carry stocks. There are more than 50 species of timber on the Isthmus ranging, in commercial value, from fair to excellent. The Panama Canal uses some 15 different species in canal work.

CUBA

By Acting Commercial Attaché Albert F. Nufer, Habana

HABANA

Southern pine, white pine, spruce, Douglas fir, redwood, cypress, tupelo, and sap gum are the principal wood species imported into the Habana district. This lumber is sold to Cuban importers through local brokers or commission merchants acting as agents for American exporters. The Habana brokers and agents confine their sales to recognized importers in good standing and receive a commission from the exporters, usually $1 per 1,000 feet.

A number of Habana lumber brokers cover the other purchasing centers of Cuba, either making trips personally or sending salesmen.

The Habana Lumber Association comprises practically all importers in Habana. In accordance with its regulations, an agent or broker is not permitted to import lumber on consignment and his sales must be made direct to the importer. The agent-importer method has not proved successful, as the large importer prefers to deal directly with an agent or broker. The association was inactive from the latter part of 1920 until the early part of 1930. In July, 1930, it formed a merger of 13 yards for the purpose of sales and credit protection. It now controls the importation of lumber into Habana almost completely. The organization of lumber commission men in Habana has an agreement with the Habana Lumber Association by which the importer-dealer purchases through recognized brokers only.

While Habana importers are in a position to take complete schooner cargoes of softwood, most of the importations are now made in carload lots by ferry via Key West or New Orleans and some as general cargo in freight steamers. Complete cargo lots are hence infrequent. Douglas fir and spruce are shipped by steamers.

Shipments are usually made directly from the American exporter to the importer and only against firm order. Shipping documents are sent through the local banks, and American lumber exporters usually grant 60 to 90 days with an optional 2 per cent discount for cash, which is followed necessarily by the American sellers in normal times. Direct sales are sometimes made to railroads through local agents or brokers. Sugar mills usually buy locally. The Cuban Government buys its supplies from Cuban importers and retailers.

American firms have tried the establishment of direct sales, but they have not been very successful, probably because dealers in Cuba prefer to do business with agents or brokers whom they can hold responsible. Local lumber importers do not like the idea of dealing with lumber firms which have no representative in Cuba. At times free-lance operators have purchased lumber in southern cities and come to Cuba to dispose of it. Lumber companies sometimes seek to dispose of a surplus in a similar manner; however, such practices are often attended with claims and rejections, besides having a tendency to demoralize the market.

With the exception of some spruce from Canada and some Douglas fir from British Columbia, Habana lumber firms usually import American woods only. Importations from Canada are handled in the same way as American lumber and at the same terms and commissions. Some 7,000,000 feet of Russian spruce and pine, mostly spruce, arrived in Habana from about October to October, 1929–30, according to local trade reports, and was consigned to the Russian agent there. A part was sold to the box manufacturers, who, with one or two exceptions, are not members of the association.

During 1929, according to unofficial figures, 64,251,662 feet of lumber were imported into Habana.

MATANZAS

Most of the wood being cut in this district is from young growth and Spanish laurel, which is used in making charcoal by the many charcoal burners over the Province.

American lumber is not sold on consignment. Terms of sales are 60 to 90 day drafts with option of a 2 per cent discount for cash. Until the demand is greater the present method of handling American lumber in this territory is the most feasible.

Very little wood is used in building construction. The most popular woods for furniture are mahogany and cedar, although royal palms are used to a certain extent. A limited amount of cedar is available in the Province, but most of the cedar and all the mahogany comes from Camaguey Province and other parts of Cuba. Urban light and telephone poles are usually made of concrete.

The principal woods imported in Matanzas district are southern pine, white pine, and Douglas fir, there being no cypress, tupelo, or redwood. All imports come from the United States, 90 per cent being southern pine. There are no lumber agents or brokers, and the demand for lumber is not large, being about 3,000,000 feet a year. Habana agents cover the Matanzas market, and lumber is purchased through them or direct by two importers who have sawmills. Both of the latter are in a position to import a complete schooner cargo of southern pine at one time. These importers are also retailers and sell to all classes of consumers.

There is no organization of importers. The large consumers buy from the importers as their demands are not large enough to warrant their importing. Lumber used by the Government is purchased from importers.

CIENFUEGOS

The principal wood species imported into Cienfuegos is southern pine from the United States. Lumber is occasionally received from the United States Pacific coast, and in the past spruce and white pine have been received from eastern Canadian ports.

Practically all lumber is imported by one import dealer, who supplies the retail trade and who generally purchases direct from the American exporter and occasionally through Habana agents of American exporters, sometimes taking schooner cargoes. Imports are also made via the ferry (all rail) and with general cargo by freight steamers. The importer sells to consumers and also to the few other lumber dealers in this vicinity.

Lumber is very rarely imported direct by sugar mills, railroads, and other large consumers, but there is no information to the effect that such importations are considered unethical by the wholesale importer. The principal lumber requirements of the Cuban Government are generally provided for through the respective central departments in Habana. Small lots, however, are occasionally purchased direct by the local branch of the public works department, army, or other Government service, from the local importer dealer.

Usual terms of payment for lumber sold in cargo lots are 80 per cent upon arrival of shipment in port and the remaining 20 per cent when the cargo has been discharged in good condition.

SAGUA LA GRANDE

The two lumber yards in Sagua la Grande buy exclusively through established agents or brokers, generally located in Habana, on the regular terms of 60 to 90 days. In normal times Sagua la Grande imports about 10,000,000 feet of lumber, mostly southern pine from southern Florida, with some Douglas fir. One of the local yards is handling pine from Abaco (Bahamas). This wood is said to be a hard pine and runs very short in lengths.

CAIBABRIEN

There is only one lumber yard at present in Caibabrien in a position to buy in appreciable quantities. Southern pine and some Douglas fir constitute the bulk of imports. The lumber is purchased through Habana agents or brokers on the usual 60 to 90 day terms with the option of a 2 per cent discount for cash. Imports of lumber through this port have dropped from about 8,000,000 feet a year to 2,000,000.

RUEVITAS

The two consolidated lumber yards in Ruevitas usually buy through established agents or brokers in Habana. Southern pine, Douglas fir, and pine from Abaco (Bahamas) are the species imported. The local lumber yards usually carry stock of about 2,000,000 feet. Terms of sale are the same as those in other Cuban outports. Imports normally amount to 8,000,000 feet a year.

SANTIAGO DE CUBA

Southern pine is the principal species of wood imported. Local yards purchase direct from American exporters or through their agents in Cuba. There are several importers who are in a position to take complete schooner cargoes. Importers sell direct to the consumers, including railroads, sugar mills, factories, etc. There is no organization of importers or agents. No American lumber is sold on consignment. Terms of sale are usually 90 days with 2 per cent optional cash discount.

ANTILLA

The one importer of lumber in this district is in a position to take a complete schooner cargo of southern pine at one time. In addition to supplying the wholesale and retail yards he sells direct to consumers of lumber here, including the sugar mills and railroads.

Southern pine, Douglas fir, and western spruce constitute the principal species of wood imported into this district. A small quantity of pine from Abaco (Bahamas) is also imported.

No lumber is sold on consignment, terms being from 60 to 90 days with the usual cash discount. From one to two million feet of lumber are kept on hand in the Antilla lumberyards.

TREATED LUMBER IN CUBA

Cuba is not as badly affected by termites as some other countries. There are no preservative treating plants in Cuba, and local competition consists of the different species of native hardwood, such as jucaro negro for piling and jiqui, jucaro, yarua, arabo, and jocuma amarilla for poles. Most any native hardwood is substituted for treated lumber for ties. No European-treated lumber has ever been imported into Cuba.

For wharves, piers, and marine construction only concrete is allowed, except for repairs to existing structures. This stipulation was put into effect when there was bubonic plague here many years ago to reduce the chance for rats to hide along the waterfront. There are opportunities to sell creosoted poles and ties in competition with the hardwood article near the ports and away from the forest areas.

According to a leading construction engineer who has had considerable experience with treated lumber, and an important lumber agent, the local lumber agents are best equipped to sell treated lumber.

WOOD IMPORTS INTO CUBA

According to official figures for 1929 the wood imports into Cuba were as follows:

	Board feet
Rough pine	89, 390, 000
Wood, logs, and sections	[1] 3, 031, 000
Timbers, wood, for ship construction	[2] 13, 000
Wood, finished and dovetailed, and strips of wood	[3] 4, 348, 000
Wood, crates for fruit	[3] 6, 465, 000
Cabinet woods, in logs or sections	[4] 1, 600
Total	103, 248, 600

BAHAMAS

By American Consul Fred D. Fisher, Nassau

A local lumber company has sawmills at Millville, Abaco, working native pine. This does not have a large demand in the Bahamas, but is shipped to Cuba.

Lumber and shingles are usually purchased direct from American exporters. A shipyard and a construction company also occasionally import for their own requirements.

The imported lumber is used principally in boat building and house construction. That coming from the United States is about equally divided between southern pine and Douglas fir. Canadian lumber imported comes chiefly from British Columbia. Importers of lumber and shingles in the Bahamas are well acquainted with the American products and are in intimate personal touch with sources of supply in both the South Atlantic States and on the Pacific coast.

In former years practically all the shingles imported were cypress, but recently western cedar shingles have come in considerable quantities and are well received by the local trade.

There is no organization or association of lumber dealers in the Bahamas. The importers sell direct to the consumers. Lumber is not imported on consignment. Purchases are outright, trade acceptances, terms varying from 60 to 90 days.

Considerable quantities of shooks are imported from Florida for the construction of crates in which tomatoes are exported. Shook imports are not shown, but the actual exportation of tomatoes amounts to about 100,000 crates annually.

[1] Converted from weights at 1 metric ton equals 450 board feet.
[2] Converted from weights at 1 metric ton equals 600 board feet.
[3] Converted from weights at 1 metric ton equals 700 board feet.
[4] Converted from weights at 1 metric ton equals 400 board feet.

IMPORTS OF LUMBER AND SHINGLES INTO THE BAHAMAS, BY COUNTRIES OF ORIGIN, 1929 AND 1930

[In board feet]

	1929	1930		1929	1930
LUMBER			SHINGLES		
Canada	45, 000	420, 000	Canada	20, 000	49, 000
Cuba		82, 000	United States	5, 459, 000	4, 148, 000
United States	4, 615, 000	4, 639, 000			
			Total	5, 479, 000	4, 197, 000
Total	4, 660, 000	5, 141, 000			

Source: Bahamas Blue Book, 1930.

BARBADOS

By American Consul William W. Brunswick, Barbados

The principal lumber imported into Barbados and other islands of the British West Indies is southern pine, white pine, spruce, and Douglas fir. Small amounts of birch and insignificant quantities of beech and hemlock have also been received during the past few years.

Southern pine comes almost entirely from the Gulf coast of the United States, being largely transported to Barbados by vessels which touch the Gulf ports of New Orleans, Mobile, and Tampa.

For other British West Indian islands, southern pine is transshipped to a considerable extent in schooners from Bardados to its final destination. It is utilized almost entirely for the building of houses.

White pine and spruce are imported to the amount of about 4,000,000 board feet a year. They come almost entirely from Canada and are brought to Barbados in full schooner loads.

Douglas fir, coming almost entirely from British Columbia, is becoming popular. The exact amount imported is not known, since no separate statistics are maintained. However, it is generally stated by dealers that importations exceed 2,000,000 feet a year.

Relatively large amounts of cedar shingles are imported and used annually. They come chiefly from Canada, although a thick heavy shingle made from wallaba wood is imported in fairly large amounts from British Guiana.

Importation of lumber into Barbados is chiefly effected by seven firms, which have it regraded by local inspectors or tallymen, who are exacting in their requirements. American shippers should use especial care in selecting lumber shipped. Otherwise serious losses may occur through rejection. The customs house of Barbados accepts the grading and classification of the importer's tallymen. All of the lumber importers buy from or represent some American lumber firm on the Gulf coast. They likewise import from various concerns in Canada.

American exporters of southern pine to Barbados and other islands of the British West Indies grant, as a rule, 2 per cent discount upon cash payments or sight drafts. Drafts are usually drawn for the full amount either upon sight, 10 or 30 days' time. No discount is usually allowed upon either 10 or 30 days' payments.

Canadian shippers ship on sight or 10-day drafts, no discount being allowed in either case.

The kinds and sources of lumber imports in 1928, according to the Barbados Blue Book, 1928–29, are:

	Board feet
Wood and timber, unmanufactured—Hardwood:	
British Guiana	64,020
Grenada	432
St. Lucia	14,736
Trinidad	26,928
United States	11,196
Dutch Guiana	98,724
Hemlock, birch, beech, white pine, spruce and Douglas fir:	
Canada	6,698,722
Southern pine:	
United States	2,660,336

BERMUDA

By American Consul Graham H. Kemper, Hamilton

The principal imported woods are southern and white pine, cypress, and a small quantity of maple and white oak from the United States and Douglas fir from Canada. The only domestic wood used in the building trade is the Bermuda cedar or juniper, but owing to its high price the amount used is almost negligible as compared with the imported woods.

During the last 10 years imports of lumber into Bermuda have been rather steady, the total value averaging in the neighboring of $100,000, of which imports from the United States have averaged about 80 per cent, Canada supplying the other 20 per cent. The year 1929 was an exceptional year for imports, owing to railroad ties imported both from the United States and Canada by the Bermuda Railway Co. for the new road now under construction.

There are practically no frame houses in Bermuda, the islands having an almost unlimited supply of coral sandstone, which is used almost universally for building purposes. This stone is soft and may easily be cut into building blocks, and into shingles which are used for a great majority of the roofs. Lumber is in demand in the building trade only for sills, joists, floors, windows, doors, and interior work generally.

Shipments of lumber from the United States are generally made in small sailing vessels. Purchases are made by the lumber importers direct from the mills and are not handled through agents or brokers. Lumber is never shipped to Bermuda on consignment. There are at present only two regular lumber-importing firms in Bermuda.

The following are Bermuda statistics for lumber imports during the calendar years 1928 and 1929:

1928:	Board feet
United States	904,628
Canada	306,066
Total	1,210,694

1929:	Board feet
United States	2,254,365
Canada	910,602
West Indies	3,519
Total	3,168,486

JAMAICA

By American Vice Consul George F. Kelly, Kingston

Over 80 per cent of the lumber imported into the Island of Jamaica for building purposes is Southern pine from the Gulf coast of the United States. The remainder consists chiefly of Douglas fir and white pine from Canada.

The following table indicates the importation of lumber into this colony for the calendar year of 1929, giving countries of origin and quantities:

Kind and source	Rough, in board feet	Dressed, in board feet	Kind and source	Rough, in board feet	Dressed, in board feet
Douglas fir:			White pine:		
Canada	1,220,750	451,300	Canada	116,670	105,025
Pitch pine:			Shingles, cypress:		*Number*
British Guiana	39,119		United States		1,507,400
India	576		Shingles, other:		
United States	7,538,500	9,682,650	Canada		654,035
Nicaragua	307,760	199,000			

The hardware and lumber dealers of Kingston are the principal importers, and they order partly through local agents of lumber exporters in the United States or from mill representatives, who call on them periodically. These importers receive credit terms of 60 days, but usually pay cash against documents in order to avail themselves of a 2½ per cent discount which is customarily granted them. In turn they sell contractors, builders, and consumers at 90 days' credit, but usually have to wait for full payments, in most cases, from 9 to 18 months.

There are no organizations of lumber importers in Jamaica. Government requirements are usually handled by advertising for bids locally, or else the Government imports direct through its agent in New York.

No American lumber is sold on consignment in Jamaica.

Practically all of the commercial buildings and better-class residences in and near Kingston are and have been for the past several years constructed of reinforced concrete. There has been a steady importation of lumber, resulting in a relatively large number of residences erected, owing to the shortage of houses and the opening up of numerous sections of St. Andrew, a suburb of Kingston, for residential purposes. There has also been considerable construction in the commercial area of Kingston during the last few years on account of favorable economic conditions. However, in the commercial area of Kingston the building laws require reinforced concrete, fireproof buildings exclusively as a fire-prevention measure.

It is the opinion, however, of many of the large dealers that there will be a slump in the lumber importations in the future, since it is felt the house shortage is now practically at an end.

Local lumber sawed from timber grown in Jamaica is more commonly used than formerly, but it is by no means widely employed, its use being confined principally to the building of staircases. Local woods used in construction are mahogany, mahoe, cedar, and bullet wood, which can not compete in first cost with imported woods.

Within the past few months many of the better-class residences have been roofed with locally made tiles. It is stated tile roofing will become more popular and therefore a competitor of imported shingles.

A recent development in the lumber trade in Jamaica is the importation of western red cedar from British Columbia. Dealers state that its worth has not been proven as yet, hence the annual demand has not been fixed. Some pine is brought in from Nicaragua, which is, on the whole, competitive with the American pine in quality and price.

During 1927 a considerable quantity of Douglas fir was imported into Jamaica, but in 1928 and 1929 the sales decreased.

TRINIDAD AND TOBAGO

By American Vice Consul Alfredo L. Demorest, Trinidad

The imports of lumber into Trinidad, including Tobago, consist mainly of southern pine from the United States and Canadian spruce and Douglas fir imported through Halifax and Vancouver. In importing southern pine from the United States it is usual to specify "85 per cent heart or better." This wood is used for the better class of construction work.

The entire lumber import into this colony is received by seven firms, which purchase their supplies direct from exporters or through their agents in the United States and Canada. The importers are principally large firms, in a position to take complete cargoes at one time. They sell to local consumers of lumber, building contractors, the local government, and small retailers and customers. These importers have large yards for the storage, the two principal ones having sawmills in Port of Spain for resawing lumber.

The larger importers arrange with shippers for prepayment of freight. After the lumber has been entered at the local customhouse and duties paid and the quantity checked and tallied, sight drafts for freight, or drafts payable at 30 to 60 days, usually are remitted for payment through New York banks.

There is no known organization or association of firms in the local lumber trade. Among the different firms there appears to be open competition for business but without any important variation in prices. There are only occasional exceptions to the general practice of consumers purchasing lumber supplies through local firms. Occasionally petroleum companies having important special use for lumber make direct purchases from exporters, but this is done only when the requirements are exceptionally large.

There appears to be entire local satisfaction with the present methods of handling American lumber imports, and it is doubtful if any change would be desirable. The Trinidad importer makes no arrangements for exclusive representation of American exporters, who are at liberty to sell other Trinidad firms also wishing to import or to any firm or company not in the lumber business itself, which may wish to obtain an occasional large supply. The leading Trinidad importers appear to treat all the local buyers equally and not only sell lumber to any purchasers desiring it but also do an important contracting business as well, such as the construction of buildings, for which they supply their own lumber. They do business in other lines besides lumber, so that their organization and office expenses are not charged exclusively against lumber.

The usual practice of Government departments in Trinidad which purchase supplies through crown agents in London is not followed in the case of lumber. The public works department and the Trinidad Government Railway purchase considerable quantities of lumber and secure supplies from local firms importing from the United States and Canada. These firms receive from the local government quarterly calls for tenders giving specifications desired.

It probably would not be worth while for American lumber firms to arrange direct agencies in this colony. Their best plan would be to make use of the local firms whose positions in the local trade are well established.

The imports of unmanufactured wood and sawn lumber amounted in 1929 to 10,392,851 board feet, valued at $517,953, of which 5,843,748 feet, valued at $318,014, came from the United States, and 4,519,747 feet, valued at $196,036, came from Canada. The imports of sawn lumber wholly or partly dressed amounted to 5,302,063 feet, valued at $310,828, of which 3,471,608 feet, valued at $216,595, came from the United States, and 1,828,692 feet, valued at $93,988, came from Canada.

For the year ended December 31, 1930, no less than 12,750,000 feet of coniferous timber were introduced into Trinidad from the United States and Canada as against 1,100,000 feet in 1929, of which the United States supplied, owing to increased operations in the oil fields, nearly three times the quantity that came from the Dominion. It is doubtful, however, whether this importation will continue, owing to the depressed condition of the oil industry at present.

Trinidad's softwood resources are limited and are fast becoming extinct. At the date of the report of the conservator of forests there were approximately 1,000 square miles of forest land classified as merchantable and inaccessible. This has no doubt been greatly reduced, and from this must be deducted 338 square miles which have been demarked as permanent forest reserves for the conservation of rainfall.

NETHERLAND WEST INDIES

By American Consul Thomas W. Voetter, Curacao

The Netherland West Indies have improved greatly in the past few years as a market for lumber, owing principally to the expansion of one oil refinery on the island of Curacao and the establishment of two new refineries on the island of Aruba. This has brought about increased importation of construction materials of all kinds, not only for use in the refineries but also for construction of dwellings for employees. Public works have also been carried out on an increased scale.

The larger portion of the importation has been of southern pine and of Douglas fir. The importations of hardwoods in 1929 were all from Venezuela for use in the construction of furniture and store fittings and as "ribs" for small sailing vessels.

No American lumber exporters have representatives in Curacao, and the importers handle lumber for their own account. There are no agents or brokers in this consular district handling lumber; how-

ever, some American exporters send salesmen to Curacao from time to time to effect sales.

Two of the three large importers of lumber occasionally receive schooner loads of lumber from Gulf ports, but usually the lumber is received as part cargoes of steamers sailing from Gulf ports to the Guianas. The principal importers of lumber in Curacao carry stocks and sell to consumers. There is no organization of lumber dealers.

In a few instances the Government has imported direct, but it usually buys from local dealers. Some of the larger consumers have bought direct in large quantities. This was the case with various cargoes of Douglas fir and shooks imported during the past few years when there were frequent sailings of steamers from Pacific ports for Curacao, but this steam service has now been practically discontinued.

So far as known, no lumber is sold on consignment in this district. The regular importers receive lumber on the same terms as other merchandise, and usually payment is made against documents or on discharge of vessel in the case of shipments by schooner. Importers do not ask for credit. Establishment of new firms in the lumber business at Curacao is not easy, owing to the difficulty of securing yard space.

Business in other woods (principally hardwoods from Venezuela) is handled in the same manner as the trade in American woods—imported direct by importers and not through brokers or agents.

Import figures of lumber into various islands of the Netherland West Indies in the calendar year 1929 are shown below. This was a period in which considerable construction work was being carried on. It is probable that imports for succeeding years will not reach these figures, as construction work on the refineries has ceased and they have diminished the scale of their operation.

Softwoods:	Value	Softwoods—Continued.	Value
Curacao	$248,204	Saba	$3,613
Aruba	221,406		
Bonaire	11,374	Total	498,174
St. Martin	8,467	Hardwoods (mahogany and	
St. Eustatius	5,110	others): Curacao	62,881

FRENCH WEST INDIES

By American Vice Consul William P. Robertson, Martinique

About 75 per cent of the lumber imported into the French West Indies is southern pine, mostly in the forms of rough and dressed boards, rough planks, and rough scantlings. About 15 per cent of the lumber imported is Douglas fir, largely rough and dressed boards and rough small scantlings, at present coming from Canada. The remaining 10 per cent is made up of substantially equal parts of white pine, in boards and planks, and the cabinet woods, with occasional shipments of railroad ties and shingles. "Ninety per cent heart" is the usual quality of southern pine imported, but some "second quality, square edges and sound," is also imported. The grade of Douglas fir formerly in demand was "merchantable," but that received recently is of a Canadian grade known locally as "West Indian shipper."

The present practice of most American mills is to sell direct, but in some cases the exporter, whether mill or export merchant, usually has a local sales agent, who takes orders, makes up shipments of several orders, and looks after the interests of his principal in case of controversy. Sales agents are in many cases also lumber dealers. The agent pays for his own cables and receives a fixed commission on sales, varying between $0.50 and $1 per 1,000 feet, with which he is credited after the lumber is paid for.

Some mills and exporters have traveling representatives, who call on the trade from time to time. They usually work on a fixed-commission basis or for a percentage of the net profits on each sale, or both. The traveling representative of an exporter having a local agent often acts as a sort of district manager.

Prices are usually made c. i. f. (including commission). Drafts are usually at sight for the freight, insurance, and loading charges. The rest of the invoice amount is at 30 or 60 days, with cash discounts of 1 and 2 per cent, respectively. It is considered advisable to have such drafts accepted against delivery of documents. In cases of entire cargo lots by chartered vessels, other arrangements may be made for payment of freight, such as payment weekly as discharged or upon completion of discharge at each port.

Warehouse facilities are limited and agents do not handle consignments. Consignments should be avoided even when the agent is willing to accept them. The governments do not import directly, nor, as a rule, do sugar factories and distilleries. All importers are dealers and retailers.

Importation by chartered sailing vessels is falling into disfavor, since the establishment of a regular steamer service from the Gulf coast, which makes calls at outports when sufficient cargo offers. The use of steamers offers the advantages of small and regular deliveries. American west coast lumber seems to be unable at present to compete with that from British Colombia, because of the lack of shipping facilities. A Canadian steamship service, trading between Vancouver and the West Indies, offers direct shipment to Martinique and Guadeloupe. Lumber from the west coast of the United States is transshipped at Cristobal. There a company, which at present has only passenger steamer service from that port to Martinique and Guadeloupe, will seldom promise space for a specified sailing. Moreover, these steamers will not call at outports and at Fort de France make delivery only through the company's warehouses and not directly into lighters.

IMPORTS OF LUMBER INTO MARTINIQUE, 1929

Kind and source	Quantity	Kind and source	Quantity
Construction lumber: [1]	*Board feet*	Shingles, from United States	*Pounds* 40,000
United States	5,128,000		
Canada	539,000	Railroad ties: [2]	*Number*
French Guiana	137,000	France	6,300
France	25,000	Guadeloupe	3,811
Panama	12,000	French Guiana	210
Other countries	20,000		
Total	5,861,000	Total	10,321
Planks, planed, grooved, and tongued: [1]		Cabinet woods: [3]	
United States	866,000	French Guiana	31,000
Canada	166,000	Other countries	5,000
Total	1,032,000	Total	36,000

[1] Converted from weights at 700 board feet equal 1 metric ton.
[2] Ties converted from weights at 15 ties equal 1 metric ton.
[3] Converted from weights at 500 board feet equal 1 metric ton.

HAITI

By American Consul Donald R. Heath, Port au Prince

Principally southern pine and white pine are imported into Haiti from the United States. For the fiscal years ended September 30, 1928 and 1929, the majority of the imported lumber came from the United States. Canada and the Dominican Republic were the only other sources of supply.

The import of lumber, aside from some direct purchases by the Haitian Government, is practically monopolized by a few large firms which sell to small dealers and to individuals. In Port au Prince two firms account for almost the entire commercial importation.

There is little likelihood of lumber being brought into Haiti in large quantities in the near future, owing to the drop last year in the price of coffee, Haiti's chief export, and other tropical products. Moreover, there is a rapidly increasing use of concrete, tile, brick, and stone in building construction. There are no shipyards nor factories which import lumber for construction purposes. The two railroads use native wood in the occasional repair work on their roads; they do not contemplate making any repairs on a large scale for some time to come.

The Haitian Government recently has been using lumber in comparatively large quantities, importing through its purchasing agent in New York City. However, it is not expected to import much lumber for some time to come, owing to a curtailment of revenues and budget for construction work.

The public works department of the Haitian Government has been the largest user of lumber. The Garde e'Haiti, Service Technique, and the financial adviser's division also have been fairly large users.

Lumber is rarely, if ever, shipped on consignment. The usual terms are 30, 60, or 90 days' sight drafts for freight and expenses. Credit of 90 days is extended, as a rule, only to well-established and reputable firms.

The mass of the population consists of a peasantry of primitive standards, usually living in huts of revetted walls covered with a 3 to 6 inch coat of mud or plaster, having roofs of guinea grass and in some instances of corrugated iron. The corner posts, beams, etc., are usually of native logwood. This type of house has dirt floors.

IMPORTS OF BOARDS, PLANKS, AND BEAMS INTO HAITI, 1927–1930 [1]

Country of origin	Amount in board feet [2]		
	1927–28	1928–29	1929–30
Canada		171,000	
Dominican Republic	6,000	3,000	
France			1,000
United States	8,149,000	6,562,000	5,200,000
Total	8,155,000	6,736,000	5,201,000

[1] Fiscal year, October to September.
[2] Board feet converted from cubic meters.
Source: Office of the financial adviser, general receiver.

DOMINICAN REPUBLIC

By American Vice Consul Elvin Seibert, Puerto Plata

Over half the lumber used in the Puerto Plata district is imported, about nine-tenths of the importations being long leaf, with some short-leaf pine from the United States. The other tenth is Canadian white pine. All imported lumber comes planed to its final form to save freight and import duty. Various United States mills are represented by line agents in Santo Domingo, who sell to dealers chiefly by mail.

The quantity of lumber used is small. The Government and foreign contractors import direct when there is a big piece of construction on hand, but no other local ultimate consumer uses enough to warrant direct importation. Lumber is sold here at retail by the firms which import it. There is no association of dealers and no cooperation among them.

Lumber produced locally is practically all pine. A portion of the various native hardwoods is used locally, and cabinet woods are exported in small quantities. Local mills are all small, and they sell retail in their own vicinity as well as wholesale to dealers. There is no exportation of lumber or timber except cabinet woods.

Some dealers pay cash to secure the discount; others ask 60 or 90 days' credit. No lumber is sent here on consignment.

SANTO DOMINGO

By American Vice Consul Albion W. Johnson, Santo Domingo

While the statistics of lumber imports in recent years do not specify the kinds of woods imported, it is understood that practically the entire importation consists of softwoods, chiefly southern and white pine. The amount of lumber supplied by Europe is negligible. Ninety per cent of the imports from the United States consist of long-leaf and short-leaf pine and the remaining 10 per cent of white pine. It is said that Nova Scotia is the main country supplying white pine at the present time. The supply of hardwoods from the national resources are not only adequate to meet the domestic demand for this class of lumber but affording a considerable export item. During the year 1929 over 19 different kinds of woods were exported from the Dominican Republic to foreign destinations. The value of these exports amounted to $201,364 and their declared weight was 963,225,700 kilos.

Lumber is generally imported into this country from the United States through local agents. When the agent obtains an order from the dealer he makes out a specified list of the amount required to fill the order, including any other lots he may wish to import at the time to replenish the stocks he customarily carries on hand. The traders cling tenaciously to an old custom of demanding from American mills flat quotations on all dimensions, and they retail in like manner. Competition results in fixing prices at which the mills can supply only the smaller dimensions without loss. As a consequence very little material of large dimensions is imported. The bulk of the southern pine brought in is in the following dimensions: 1 by 12; 1 by 4; 1 by 6 (novelty siding); and 2 by 3.

Small mills cutting native pine in the northern part of the Republic supply much of the requirements for larger dimensions. Their product comes to the user unseasoned and is very resinous, heavy, and hard to work.

As soon as the exporter in the United States receives specifications he cables quotations on the usual terms, which during normal times embrace the payment of freight immediately after the shipment has arrived, and the amount of the order by a draft payable 60 or even 90 days after presentation. During the current abnormal times, however, besides payment of freight by a draft on demand, very few exporters are granting credit as long as 90 days, while many have reduced the customary 60 days' credit to a much shorter period.

For satistical purposes importations of lumber are classified as "boards, planks, and beams." There follows a table showing the sources of the lumber imports during the period reviewed:

Country	1928	1929
	Board feet	*Board feet*
United States	10,995,766	9,908,027
Netherlands	----------	1,875
Canada	309,926	135,540
Total	11,305,692	10,045,442

Under the Dominican tariff law on imports and exports "common woods in logs, timber, boards, planks, beams, masts, and timbers for ship building" are admitted free of duty. There is, however, a duty of $8.50 per cubic meter for imports of "fine woods, in logs, timber, boards, planks, beams, masts, and timber for ship building." Manufactured woods which are admitted free of duty under "other articles" include laths on which to apply plaster, shingles, shooks for boxes, trunks and coffins of ordinary wood, and staves, hoops, and headings. The revenue taxes on importations of lumber in addition to the customs duty as imposed by the provisions of the law are as follows: Common woods in timber, logs, boards, scantlings, beams $10 per 1,000 square feet; shooks for boxes, $0.05 per kilo, gross weight.

PORTO RICO

By American Trade Commissioner J. R. McKey, San Juan

The three principal lumber markets of Porto Rico are San Juan, Ponce, and Mayaguez. In San Juan (including Rio Piedras and Bayamon, which are within its commercial district) there are 10 lumber importers of importance, with four or five in each of the other cities named. In addition, there are three importers in Aguadilla and at least one each in Arecibo, Arroyo, Caguas, Guayama, Humacao, and Yabucao. All of these are primarily retailers; but the larger ones in San Juan, Mayaguez, and Ponce do some wholesaling to small retailers in interior towns who are not regular importers, though some of them may occasionally be able to place an order directly with a mill.

Until about three years ago practically all the lumber coming to the island was southern pine. The American railroad ties are

now entirely redwood. Some experiments were made with cedar ties, but they proved unsatisfactory. Some piling is of Douglas fir. Most of this comes by steamer, but there are occasional shipments by schooners. Two Mayaguez importing firms have their own schooners which go to Gulf-coast points to obtain purchases there. More recently there has been an increasing movement of lumber from the west coast of the United States, all of which comes by the steamers of two lines operating between that coast and the Atlantic coast of the United States, which call at ports of this island on the eastbound leg of their round trip. Steamers or schooners from the Gulf coast will deliver lumber cargo at any of the outports of the island. So far, it is understood, the steamers bringing west coast lumber have made deliveries only at San Juan and Ponce and occasionally at Mayaguez.

Porto Rico, being devoid of commercial forests and constituting a customs district of the United States, obtains practically all of its lumber and manufactures of wood from the United States. The island has been at all times a considerable user of lumber for construction purposes, however. In recent years wood construction has given way somewhat to reinforced concrete, but the former is well liked, especially for farm buildings, of which tobacco barns are an important element. In determining the construction materials to be used cost is the prime consideration. This involves not only the primary cost of the materials themselves but cost of transportation and labor for construction.

There is, however, no reason to believe Porto Rico will not continue to afford a considerable market for lumber from the United States. The island also obtains from the United States large quantities of shooks for fruit boxes and crates and some material for packing cases for cigars. In the past it has taken considerable quantities of ready-made doors, sash, and blinds, but local manufacture is cutting into this trade. It uses comparatively little wooden piling and practically no wooden shingles or insulating materials. Termites constitute a serious problem.

Some American mills maintain local representatives on salary, or on salary and commission, but most of those doing business are represented by agents working purely on commission. Some of these agents are individuals, selling nothing but lumber, or, perhaps, a few allied items, such as roofing material. Others are large establishments handling a wide variety of lines, such as staple foodstuffs, sugar-mill and plantation supplies, etc. Some mills do some business in Porto Rico without having a local representative. Importers, seeking the lowest obtainable quotations, will write or cable their specifications to such mills, as well as submit them to the various local agents. One dollar per thousand board feet appears to be the agent's commission in practically all cases.

Terms announced by most lumber agents are 60 days' sight. However, it is believed that in far the greater number of cases the terms actually given are 90 days' sight. The shipper draws a separate draft, payable at sight, covering the freight, which the importer must pay before he can obtain the documents.

Steamships bringing lumber to San Juan deliver it on pier or wharf. At all other ports delivery is by ship's tackle. At Arecibo,

an open roadstead, discharge is made to deep-water lighters, which carry cargo to the mouth of the river, where it is transferred to shallow-draft lighters which carry it up to the yards or put it ashore for temporary storage and subsequent movement up the river to the town. The assessments on landing charges at Porto Rican ports are involved. Detailed information may be secured from the Transportation Division of the Department of Commerce.

On lumber coming from Puget Sound the freight rate to San Juan is reported to be the same as that on shipments from Gulf ports. Puget Sound lumber for Ponce or Mayaguea pays, it is said, from $1 to $3 more than the rate to San Juan, the variation at outports depending on the size of the shipment. Freight rates are based on undressed lumber. If material is dressed it enjoys a reduction corresponding to the lower cargo space which it occupies. Because of this, dressed lumber can be retailed in Porto Rico at a price considerably under that of rough material of the same commercial dimensions. Consequently dressed material enjoys by far the greater sale.

Porto Rico's purchases of lumber from the mainland of the United States during 1930 are shown in the general United States export table in the fore part of this bulletin.

PORTO RICAN LUMBER IMPORTS FROM FOREIGN COUNTRIES DURING 1928 AND 1929

	1928	1929		1928	1929
Logs and timber except cabinet		3	Telephone poles, number	550	30
Cabinet woods in logs:			Boards, planks, scantling:		
Mahogany, M feet	21	23	Softwood, M feet	186	125
All other, do	20	12	Hardwood, do	30	43
Railroad ties, number	98,928	82,841	Sawed cabinet wood, do	222	98

An examination of the entries for 1929 shows that these imports came from the Dominican Republic, with the following exceptions: Cuba, 11, and Trinidad 3 M feet of sawed cabinet woods; Canada, the 125 M feet of softwood boards. The imported cabinet woods are for the local manufacture of furniture and of cigar boxes.

THE VIRGIN ISLANDS

By Assistant Trade Commissioner J. R. McKey, San Juan, P. R.

There is a small market for lumber in the Virgin Islands of the United States. On the Islands of St. Croix and St. Thomas lumber for ordinary construction, such as residences, especially cottages, is in demand. St. Thomas, and to a lesser extent St. Croix, use heavy timbers, running 12 by 12 inches by 60 or 70 feet long, for use as stringers for piers. There is also considerable demand, especially in St. Thomas, for material for masts and spars for vessels. Comparatively few of these purchases are in the round, the demand being for square timbers, which are rounded and shaped to meet the special requirements.

The United States, whose products enter the Virgin Islands free of duty, supplies all lumber. A leading dealer estimates the division of the market as follows: Southern pine, 60 per cent; Douglas fir, 18 per cent; Canadian white pine, 22 per cent. The Canadian products that reach the Virgin Islands do so by way of New York. Foreign lumber coming to St. Thomas for other than government use is dutiable at a rate of 6 per cent ad valorem. St. Croix, with a separate customs tariff, admits free of duty "mill timbers" and staves, headings, and hoops, but has very heavy duties on pine lumber, and 5 per cent ad valorem on shingles of all kinds and on "all other wood."

Until a few years ago little lumber other than southern pine was sold in the Virgin Islands. Recently, however, there has been an increasing use of Douglas fir and other western woods, which come to the islands by steamers operating one round trip monthly between Copenhagen and San Francisco via the Virgin Islands, Canal Zone, and Los Angeles. Each of these steamers carries lumber on its eastbound trip, putting off at St. Thomas whatever the market there demands and taking the remainder to Denmark.

A considerable part of the lumber imports of the Virgin Islands is resold on the British Virgin Islands and in the near-by Dutch Islands of Saba, St. Eustatius, and St. Martin.

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DEPARTMENT OF COMMERCE SERVICES

THE LUMBER DIVISION

The Lumber Division of the Bureau of Foreign and Domestic Commerce is organized to give assistance to the trade in lumber and forest products. It is staffed by men with years of practical experience in the merchandising of lumber. Through the oversea representatives of the Department of Commerce and the Department of State it is in close touch with the world's markets. The division gives American exporters a detailed and comprehensive service of foreign market information and sales assistance and guidance. Special assistance is given also to the domestic lumber trade.

NATIONAL COMMITTEE ON WOOD UTILIZATION

The National Committee on Wood Utilization of the Department of Commerce, organized by Herbert Hoover, as Secretary of Commerce, comprises about 200 members, representing manufacturers, distributors, and consumers of lumber and wood products. Its object is to work for closer utilization of our country's timber resources. The committee, whose headquarters are in the Department of Commerce, Washington, D. C., works in close cooperation with a number of official and private organizations, notably the Bureau of Standards of the Department of Commerce and the Forest Products Laboratory of the Forest Service, Department of Agriculture. The committee is working for the elimination of waste in the entire range—production, distribution, and consumption—of forest products, and for coordination of the various branches of the forest industries, with the sawmill as the center, to permit one branch to utilize raw materials discarded by another. Special study is given to adoption of improved machinery for decreasing wood waste.

LUMBER PUBLICATIONS

Export Services of the Lumber Division is a free pamphlet concerning the Department of Commerce services to the lumber industry.

Herewith are listed a variety of other publications. Priced bulletins relating to the lumber industry and foreign markets for its products may be obtained from the Superintendent of Documents, Washington, D. C., or from the district and cooperative offices of the Bureau of Foreign and Domestic Commerce. Those not priced are available from the Lumber Division and other divisions of the bureau.

Bulletins on Douglas fir and pitch pine have been specially prepared in cooperation with the National Committee on Wood Utilization for foreign readers and have been widely distributed by the lumber export trade. Special prices for these two bulletins are quoted for quantity lots.

GENERAL

Export Services of the Lumber Division (1931).
Export Lumber Trade of the United States (1918); 20 cents. Miscellaneous Series No. 67.
Stave Trade in Foreign Countries (1923); 15 cents. Miscellaneous Series No. 118.
Directory of Exporters of American Lumber (1929).
American Douglas Fir and Its Uses (1929); 20 cents. Trade Promotion Series No. 87.
Same. Spanish Edition (1930); 20 cents. Trade Promotion Series No. 87a.
American Pitch Pine and Its Uses (1931); 10 cents. Trade Promotion Series No. 119.
Foreign Box Shook Markets (in preparation).
Foreign Cooperage Markets (in preparation).
Handbook for Lumber Exporters (in preparation).
Services Available to the Lumber Industry Through the Department of Commerce (1930).
Commerce Yearbook, Vol. II, Trade of Foreign Countries (general); $1. Annual.
Statistical Statements (monthly, mimeographed). United States Foreign Trade in Lumber. Subscription, $1 a year each:
- No. 4002.—Exports of United States Hardwood Logs, Hardwood Timber, Ties, Piling, and Poles, by Countries and Customs Districts.
- No. 4121.—Exports of United States Hardwood Boards, Planks, Scantlings, Not Elsewhere Specified, by Countries and Customs Districts.
- No. 4011.—Exports of United States Softwood Logs and Timber, by Countries and Customs Districts.
- No. 4102.—Exports of United States Softwood Boards, Planks, Scantlings, Laths, and Shingles, Small Softwoods, Dimension Stock, by Countries and Customs Districts.
- No. 4032.—Exports of United States Wood and Manufactures, as Specified by Countries and Customs Districts. (Covers creosoted or otherwise preserved southern pine and other sawn timber, veneers, plywood, veneer packages, hardwood flooring, doors, sash and blinds, handles.)
- No. 4201.—Exports of United States Cooperage and Box Shooks, by Countries and Customs Districts.
- No. 1–4031.—Imports of Cabinet Woods, Softwoods, and Hardwoods, as Specified, into the United States, by Countries.

Monthly Summary of Foreign Commerce of the United States. Subscription, $1.25 a year.
List of Lumber Market Reports (domestic, mimeographed; various United States sources).
Foreign Construction News (periodical; confidential to American firms only).
Building Abroad (periodical; mimeographed).
Foreign Railway News (periodical; mimeographed).
Foreign Shipping News (periodical; mimeographed).
Lumber conversion tables: (1) Petrograd standards to board-feet; (2) cubic meters to board-feet; (3) feet and inches to meters, and inches to millimeters; (4) Letter Circular No. 116 (Bureau of Standards), cubic feet to cubic meters and vice versa; square feet to square meters and vice versa; and (5) Lumber price conversion table indicating price per thousand board-feet compared with equivalent price per Petrograd standard, per cubic foot and per cubic meter.
Table: Strength Value for Various American and European Species of Wood. Single copies 5 cents. Special prices for quantities.

EUROPE AND AFRICA

† British Lumber Market (1928); 60 cents. Trade Promotion Series No. 64.
† Lumber Market of the Netherlands (1925); 45 cents. Trade Promotion Series No. 4.
† French Lumber Market (1925); 65 cents. Trade Promotion Series No. 19.
†American Lumber in Switzerland (1925; 10 cents. Trade Information Bulletin No. 353.
†American Lumber in Belgium (1925); 10 cents. Trade Information Bulletin No. 361.

† See footnote on p. 40.

Swedish Forests, Lumber Industry, and Lumber Export Trade (1921) ; 75 cents. Special Agents Series No. 195.
Forestry in Sweden (1927) ; 10 cents. Trade Promotion Series No. 56. Supplement to Special Agents Series No. 195.
Forest Resources, Lumber Industry, and Lumber Export Trade of Finland (1921) ; 30 cents. Special Agents Series No. 207.
Latvian Timber Resources and Trade; Forest Policy of Finland (1926) ; 10 cents. Trade Information Bulletin No. 408.
Forest Resources, Lumber Industry, and Lumber Export Trade of Norway (1922) ; 30 cents. Special Agents Series No. 211.
Lumber Markets of Spain and Portugal (1921) ; 35 cents. Special Agents Series No. 201.
Lumber Markets of the Mediterranean Region and the Near East (1917) ; 5 cents. Miscellaneous Series No. 51.
Lumber in Austria and Italy (1923). Trade Information Bulletin No. 110.
Notes on Forest Resources of Central Europe (1923). Trade Information Bulletin No. 152.
Austrian and Czechoslovak Lumber and Woodworking Industries (1924). Trade Information Bulletin No. 196.
* Methods of Handling American Lumber Imports in South Africa (1931).
* Methods of Handling American Lumber Imports in Africa (1923) ; for other than South Africa.
* Methods of Handling American Lumber in Germany, Spain, and Italy (1929).

CANADA

* Methods of Handling Lumber Imports in Canada, Mexico, Central America, and West Indies (1923). Trade Information Bulletin No. 100. (See 1931 revision for Caribbean countries.)

LATIN AMERICA

* Methods of Handling American Lumber Imports in South America (1929).
* Methods of Handling American Lumber Imports in Mexico, Central America, and West Indies (1931).
Lumber Markets of the East Coast of South America (1916) ; 25 cents. Special Agents Series No. 112.
Parana Pine Lumber Industry of Brazil (1927) ; 10 cents. Trade Information Bulletin No. 493.
Lumber Markets of the West and North Coasts of South America (1916) ; 25 cents. Special Agents Series No. 117.
Forest Resources and Lumber Industry of Chile (1925). Trade Information Bulletin No. 324.
Peru as a Lumber Market (1928) ; 10 cents. Trade Information Bulletin No. 539.

ASIA, AUSTRALIA, AND NEW ZEALAND

†American Lumber in Japan (1928) ; 15 cents. Trade Promotion Series No. 59.
Forest Resources of Siberia (1925) ; 10 cents. Trade Information Bulletin No. 378.
Lumber Industry of the Philippine Islands with Special Reference to Export Species (1925) ; 10 cents. Trade Promotion Series No. 24.
Philippine Markets for American Lumber (1915) ; 5 cents. Special Agents Series No. 100.
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* Methods of Handling Lumber Imports in Australia, New Zealand, and Pacific Islands (1923). Trade Information Bulletin No. 125.
The Australian Lumber Market (1926) ; 10 cents. Trade Information Bulletin No. 436.
Methods of Handling American Lumber Imports in Asia (in preparation).
Lumber Trade of New Zealand (in preparation).

* Other bulletins of this "methods" series are now exhausted, but subjects are fully covered in publications marked with a dagger (†) ; certain mimeographed bulletins pertaining to these subjects are also obtainable from the Lumber Division.

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